

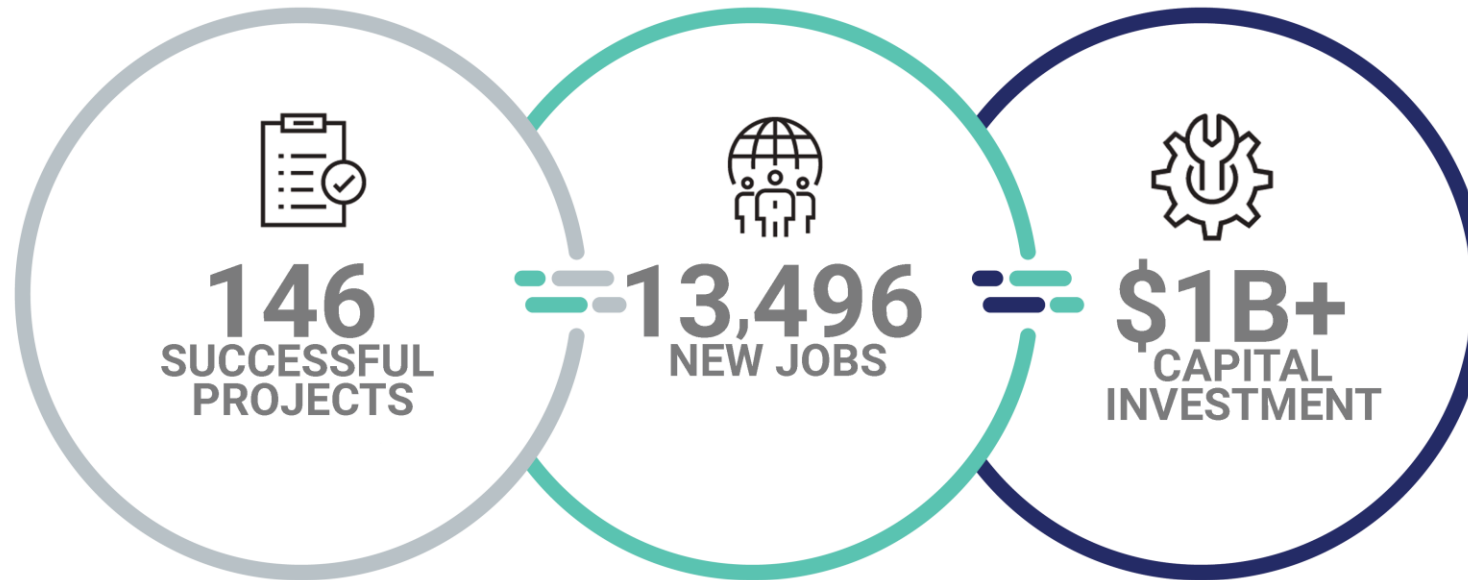
2019 INCENTIVE PROGRAMS REVIEW



TODAY'S AGENDA

- 2019 Highlights
- Incentive Programs Efficiency
- Program Reviews
 - PEAK
 - HPIP
 - ROZ
 - JCF
 - KIT/KIR
 - CDBG
 - CSP
 - PAB
 - STAR Bonds
 - Angel Investors

2019 Business Development Stats



INCENTIVE PROGRAMS EFFICIENCY REVIEW

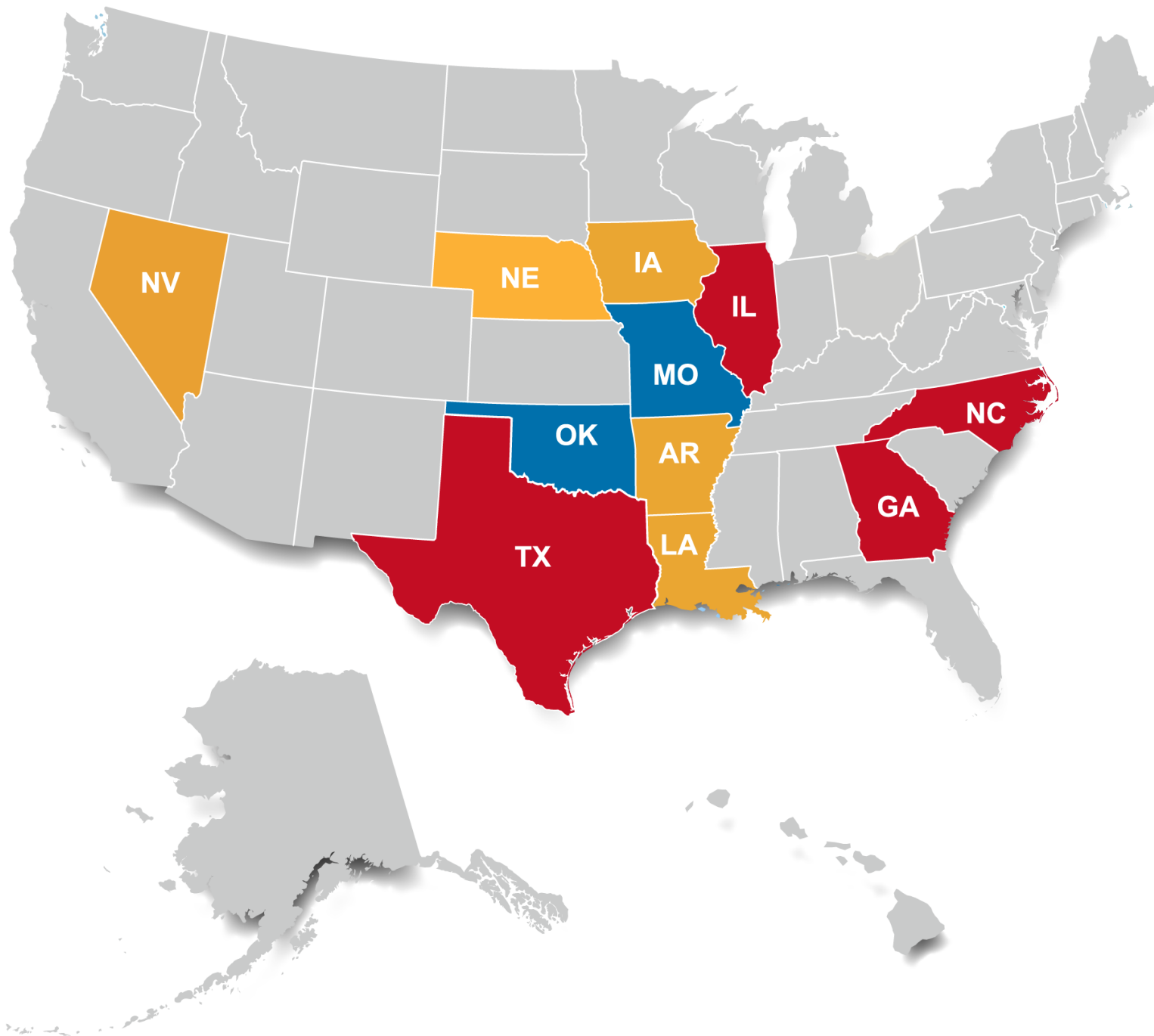


Incentives are one of many factors companies assess when deciding where to locate.

QUALITY OF LIFE Cost of Living Index Health Insurance Coverage Crime Rate Travel Time to Work Public Transportation System Quality Leisure Activities	BUSINESS ENVIRONMENT Government Incentives Economic Climate Regulatory Environment Unionization of Labor Force	LABOR & TALENT Employment by Occupation # of Graduates by Degree Field # of Graduates by Degree Level Educational Attainment Universities Rankings
INDUSTRY LINKAGES # of Employees by Competitors # of Competitor Establishments Industry GDP Industry Specialization	COST OF DOING BUSINESS Average Wage by Occupation Taxes Utility Costs Property Costs	INFRASTRUCTURE # of Flights per Day # of Airports # of Fiber Optics Providers Quality of Roads # of Ports

Kansas incentives are more efficient than our peers’.

- Commerce engaged McKinsey & Company to conduct an objective analysis of the **return on investment** for the state’s incentive programs.
- Compared to peers, **Kansas spends less on incentives** for business recruitment.
 - Kansas spends \$94M annually compared to the peer average of \$358M.
- Kansas’ incentive programs have a particularly **high payoff in jobs per deal** versus peer states.
 - Kansas spends \$17K per job compared to peer average \$39K per job.
- Kansas incentive efficiency by sector varies.
 - Where efficiency is high for **food, aerospace and life sciences**, it is lower for **renewable energy, IT and telecom and services**.



PEER STATES

- Economic Peers
- Regional Peers
- Aspirational Peers

Key Metrics Considered

- Population
- Employment
- GDP
- Industry Mix (aerospace, agriculture, manufacturing, retail trade, government, education and health)

PEER BENCHMARKING was based on Inputs, Outputs and Outcomes

PEER
benchmarking

INPUTS

What is the size of the incentives program, and how is it distributed (e.g. sector, function, region)?

OUTPUTS

How many deals, jobs and capital investments are generated through incentives?

What is the focus of current incentives (e.g. headquarters, foreign direct investment, urban)?

How are deals distributed (e.g. sector, region)?

OUTCOMES

What is the relative efficiency of incentives (e.g. cost per job, etc.)?

Are there measures in place to ensure promised jobs translate into actual jobs?

What is the effect of incentives on the region's economy?

	METRIC	PEER RANK	U.S. RANK	
		N=12, 2010-2018 ²	2010-2018	
INPUTS	Total incentive amount (\$M)	9	32	
	Incentives as share of GDP (%)	6	22	
OUTPUTS	Total deals (#)	7	26	
	Capital investment as share of GDP (%)	6	20	
	Promised jobs as share of employment (%)	4	17	
OUTCOMES	Cost per total promised job (\$K)	4 ³	20 ³	
	Capital investment per incentive dollar (USD)	8	24	

■ Top Third
■ Middle Third
■ Lower Third

¹ Dates include Jan. 2010-Dec. 2018.

² Peers include Arkansas, Georgia, Illinois, Iowa, Louisiana, Missouri, Nebraska, Nevada, North Carolina, Oklahoma, Texas

³ Ranking in ascending order; states with the lowest cost per job are higher in ranking.

⁴ Average of states, so numbers may not align with taking the ratio of the average of incentives and average of jobs/capex.

PROMOTING EMPLOYMENT ACROSS KANSAS (PEAK)





Promoting Employment Across Kansas (PEAK)

Originally designed to incentivize companies **relocating jobs to Kansas** from out of state by allowing them to retain up to 95% of the withholding taxes generated by new employees.

Later broadened to include companies locating new business operations or functions in Kansas and to allow existing Kansas companies to participate.

***Note:** The use of PEAK to retain jobs in Kansas began Jan. 1, 2013, and ended June 30, 2018.*

▶ PEAK PROGRAM SUMMARY

- \$1.6B in total payroll generated \$71.2M in Kansas individual income tax withholding.
- Companies retained \$46.9M (66%) of the withholding from PEAK employees who received wages at or above the county wage standard.
- \$24.2M (34%) of the withholding was remitted to Kansas as the required five percent for PEAK-eligible employees and for PEAK employees whose individual wages did not meet the county wage standard.
- Using industry-specific multipliers, **11,500 indirect jobs** and **\$480M of indirect income** are estimated to have resulted from PEAK jobs and wages reported in FY2019.
- Collected claw backs on 15 projects totaling \$2.9M in FY2019.

2019 PEAK Activity & ROI

2019

27 companies signed new agreements

- 5,155 PEAK jobs projected to be created or retained
- \$284M direct annual payroll projected
- \$630.8M capital investment expenditures projected

2019

208 companies with existing agreements

- 33,670 PEAK jobs retained
- \$2.2B direct annual payroll
- \$4.7B capital investment expenditures

RETURN ON INVESTMENT

*\$57 in business investment per \$1 invested by the state**

\$2.6B+ generated from PEAK participant companies

\$206.3M state and local tax revenue
\$45.0B growth to the Kansas economy

PEAK PROJECT DETAILS

Company Name	Agreement Type	Agreement Status	County	NAICS Industry
Actavo Engineering Services, LLC	Relocation	Active	Johnson	Engineering Services
AE Wealth Management, LLC	New Location; Start Up	Active	Shawnee	Investment Advice
Aetna, Inc.	Relocation	Active	Johnson	Offices of Other Holding Companies
AgJunction, LLC	Relocation	Completed	Brown	Radio and Television Broadcasting and Wireless Communications Equipment Manufacturing
AIG Property Casualty, Inc.	Relocation	Active	Johnson	Insurance Agencies and Brokerages
Alix RX, LLC	New Location; OOS Expansion	Completed	Johnson	Pharmacies and Drug Stores
Amazon.com Services, Inc.	New Location; OOS Expansion	Active	Wyandotte	General Warehousing and Storage
Amazon.com Services, Inc.	New Location; OOS Expansion	Active	Johnson	General Warehousing and Storage
AMC Card Processing Services, Inc.	Relocation	Completed	Johnson	Other Amusement and Recreation Industries
American Multi-Cinema, Inc.	Relocation	Active	Johnson	Corporate, Subsidiary and Regional Managing Offices
American Multi-Cinema, Inc.	Relocation	Active	Johnson	Corporate, Subsidiary and Regional Managing Offices
API Americas Inc.	Relocation	Active	Douglas	Paper Bag and Coated Treated Paper Manufacturing
Aratana Therapeutics, Inc.	Existing Expansion	Active	Johnson	Pharmaceutical Preparation Manufacturing
Argus Consulting, Inc.	Relocation	Active	Johnson	Engineering Services
ARY, Inc.	Relocation	Completed	Johnson	Hardware Merchant Wholesalers
Associated Wholesale Grocers, Inc.	Relocation	Completed	Wyandotte	General Line Grocery Merchant Wholesalers
Atlas Aerospace, LLC	Existing Expansion	Active	Sedgwick	Other Aircraft Parts and Auxiliary Equipment Manufacturing
Barrier Compliance Services, LLC	Existing Expansion	Active	Johnson	All Other Specialty Trade Contractors
Barrier Technologies, LLC	Existing Expansion	Active	Johnson	Drywall and Insulation Contractors
BASYS Processing, Inc.	Existing Expansion	Active	Johnson	Financial Transactions Processing, Reserve and Clearinghouse Activities
BATS Global Markets Holdings, Inc.	Existing Expansion	Active	Johnson	Securities and Commodity Exchanges
Berkley Insurance Company	New Location; Start Up	Active	Johnson	All Other Insurance Related Activities
Bettis Contractors, Inc.	Existing Expansion *	Active	Shawnee	Fabricated Structural Metal Manufacturing
BHA Altair, LLC	Relocation	Active	Johnson	Corporate, Subsidiary and Regional Managing Offices
Big Heart Pet Brands	Retention	Completed	Shawnee	Dog and Cat Food Manufacturing
Bimbo Bakeries USA, Inc.	New Location; OOS Expansion	Active	Shawnee	Commercial Bakeries

Active, Completed and Terminated (due to not meeting program requirements) PEAK Agreements in FY2019. * Agreement signed in FY2019.

PEAK PROJECT DETAILS

Company Name	Agreement Type	Agreement Status	County	NAICS Industry
Biomin America, Inc.	New Location; OOS Expansion	Active	Johnson	Chemical and Allied Products Merchant Wholesalers
Bold Transportation, Inc.	Relocation	Active	Wyandotte	General Freight Trucking, Local
Broderson Manufacturing Corporation	Existing Expansion *	Active	Johnson	Construction Machinery Manufacturing
BRR Architecture, Inc.	Retention	Completed	Johnson	Architectural Services
Brungardt, Honomichl & Company, P.A.	Retention	Completed	Johnson	Engineering Services
Brungardt, Honomichl & Company, P.A.	Existing Expansion	Completed	Johnson	Engineering Services
Capital Electric Construction Company, Inc.	Relocation	Active	Wyandotte	Current-Carrying Wiring Device Manufacturing
Cargill, Inc.	Retention	Active	Sedgwick	Flour Milling
Cargill, Inc.	Relocation	Active	Johnson	Grain and Oilseed Milling
Carter-Waters, LLC	Relocation	Active	Johnson	Corporate, Subsidiary and Regional Managing Offices
Central States Capital Markets, LLC	Relocation	Completed	Johnson	Securities Brokerage
Cereal Ingredients, Inc.	Existing Expansion	Active	Leavenworth	All Other Miscellaneous Food Manufacturing
CertainTeed Corporation	Existing Expansion	Active	McPherson	All Other Plastics Product Manufacturing
CertainTeed Corporation	Existing Expansion	Active	Wyandotte	Mineral Wool Manufacturing
Ceva U.S. Holdings, Inc.	Existing Expansion	Active	Johnson	Biological Product (except Diagnostic) Manufacturing
Churchill Container LLC	New Location; Start Up *	Active	Johnson	All Other Plastics Product Manufacturing
Cingulate Therapeutics, LLC	Existing Expansion *	Active	Johnson	Pharmaceutical Preparation Manufacturing
ColdPoint Logistics Warehouse, LLC	Existing Expansion *	Active	Johnson	Refrigerated Warehousing and Storage
Companion Protect, LLC	Existing Expansion	Active	Johnson	Other Direct Insurance (except Life, Health and Medical) Carriers
Composites One LLC	Relocation	Active	Johnson	Plastics Materials and Basic Forms and Shapes Merchant Wholesalers
Concordia Technologies, LLC	New Location; Start Up *	Active	Cloud	All Other Miscellaneous Fabricated Metal Product Manufacturing
Continental Mills, Inc.	Relocation	Completed	Riley	All Other Food Manufacturing
Coperion K-Tron Salina, Inc.	Existing Expansion	Active	Saline	Conveyor and Conveying Equipment Manufacturing
Creative Planning, Inc.	Existing Expansion	Active	Johnson	All Other Financial Investment Activities
CrossFirst Bank	Existing Expansion	Active	Johnson	Commercial Banking
Crown Equipment Corporation	New Location; OOS Expansion	Active	Sedgwick	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance

Active, Completed and Terminated (due to not meeting program requirements) PEAK Agreements in FY2019. * Agreement signed in FY2019.

PEAK PROJECT DETAILS

Company Name	Agreement Type	Agreement Status	County	NAICS Industry
Curo Management LLC	Retention	Completed	Sedgwick	Computer Facilities Management Services
CZ-USA	Existing Expansion	Active	Wyandotte	Small Arms, Ordnance and Ordnance Accessories Manufacturing
D.H. Pace Company, Inc.	Relocation	Active	Johnson	Other Building Equipment Contractors
D.H. Pace Company, Inc.	Existing Expansion *	Active	Johnson	Other Building Equipment Contractors
D.H. Pace Company, Inc.	Existing Expansion	Active	Johnson	Other Building Equipment Contractors
Dahmer Contracting Group LLC	Relocation	Active	Johnson	Drywall and Insulation Contractors
Dairy Farmers of America, Inc.	Relocation	Active	Wyandotte	Corporate, Subsidiary, and Regional Managing Offices
Deluxe Small Business Sales, Inc.	New Location; OOS Expansion	Active	Johnson	Administrative Management and General Management Consulting Services
Design Mechanical, Inc.	Existing Expansion	Active	Wyandotte	Plumbing, Heating and Air-Conditioning Contractors
Dex Media, Inc.	New Location; Start Up	Active	Johnson	Media Representatives
Digital Evolution Group, LLC	Retention	Active	Johnson	Internet Publishing and Broadcasting and Web Search Portals
Digital Evolution Group, LLC	Existing Expansion	Active	Johnson	Internet Publishing and Broadcasting and Web Search Portals
Dimensional Innovations, Inc.	Existing Expansion	Active	Johnson	Custom Architectural Woodwork and Millwork Manufacturing
Diteq Corporation	Relocation	Active	Johnson	Construction and Mining (except Oil Well) Machinery and Equipment Merchant Wholesalers
DSI Holdings Corporation	Relocation *	Active	Johnson	Corporate, Subsidiary and Regional Managing Offices
East Kansas Agri-Energy, LLC	Existing Expansion	Active	Anderson	Ethyl Alcohol Manufacturing
empirical foods, inc.	New Location; OOS Expansion	Active	Finney	Meat Processed from Carcasses
Epiq Systems, Inc.	Existing Expansion	Completed	Wyandotte	Data Processing, Hosting and Related Services
eSolutions, Inc.	Existing Expansion	Active	Johnson	Data Processing, Hosting and Related Services
Essense of Australia, Inc.	Retention	Active	Johnson	Women's, Children's and Infants' Clothing and Accessories Merchant Wholesalers
Essense of Australia, Inc.	Existing Expansion	Active	Johnson	Women's, Children's and Infants' Clothing and Accessories Merchant Wholesalers
Excel Industries, Inc.	Existing Expansion	Completed	Harvey	Farm Machinery and Equipment Manufacturing
Executive Flight Services, LLC	Relocation	Active	Johnson	Other Nonscheduled Air Transportation
Fabcon Precast, LLC	New Location; Start Up	Active	Linn	Other Concrete Product Manufacturing
Fabcon Precast, LLC	Existing Expansion *	Active	Linn	Other Concrete Product Manufacturing
Farmobile, LLC	Existing Expansion	Active	Johnson	Data Processing, Hosting and Related Services
Figeac Aero North America, LLC	Relocation	Active	Sedgwick	Other Aircraft Parts and Auxiliary Equipment Manufacturing

Active, Completed and Terminated (due to not meeting program requirements) PEAK Agreements in FY2019. * Agreement signed in FY2019.

PEAK PROJECT DETAILS

Company Name	Agreement Type	Agreement Status	County	NAICS Industry
Fiorella's Jack Stack Barbecue	Relocation	Completed	Johnson	Corporate, Subsidiary and Regional Managing Offices
Fire Door Solutions, LLC	Existing Expansion *	Active	Johnson	All Other Nonresidential Specialty Trade Contractors
Flowers Baking Company of Lenexa, LLC	New Location; OOS Expansion	Active	Johnson	Commercial Bakeries
Foley Industries, Inc.	Existing Expansion *	Active	Sedgwick	Commercial and Industrial Machinery and Equipment (except Automotive and Electronic) Repair and Maintenance
General Motors, LLC	Relocation	Active	Wyandotte	Automobile Manufacturing
Genesis Corporation	New Location; OOS Expansion	Active	Johnson	Computer Systems Design Services
GHS, Inc.	New Location; Start Up	Active	Rice	Administrative Management and General Management Consulting Services
Gillpatrick Woodworks, LLC	New Location; Start Up	Active	Johnson	Institutional Furniture Manufacturing
Global Aviation Technologies LLC	Existing Expansion	Active	Sedgwick	Aircraft Manufacturing
Golden Star Inc.	Relocation	Completed	Johnson	Other Miscellaneous Nondurable Goods Merchant Wholesalers
Go-Modern, LLC	Relocation	Active	Shawnee	Commercial Printing (except Screen and Books)
Grant Thornton, LLP	Relocation	Active	Johnson	Administrative Management and General Management Consulting Services
Grantham University	Relocation	Active	Johnson	Colleges, Universities and Professional Schools
H.W. Lochner, Inc.	Relocation	Active	Johnson	Engineering Services
Hantover, Inc.	Relocation	Completed	Johnson	Corporate, Subsidiary and Regional Managing Offices
HCA Management Services, L.P.	Relocation	Active	Johnson	Office Administrative Services
HD Supply Power Solutions, Ltd.	Relocation	Active	Wyandotte	Electrical Apparatus and Equipment, Wiring Supplies and Related Equipment Merchant Wholesalers
Health & Benefit Systems, Inc.	Existing Expansion	Active	Johnson	Insurance Agencies and Brokerages
Hi-Tech Weld Overlay Group, LLC	Relocation	Active	Johnson	Metal Coating, Engraving (except Jewelry and Silverware) and Allied Services to Manufacturers
HNTB Holdings, Ltd.	Relocation	Active	Johnson	Engineering Services
Hoefer Wysocki Architects, LLC	Relocation	Active	Johnson	Architectural, Engineering and Related Services
Home Credit US, LLC	New Location; OOS Expansion	Active	Johnson	Consumer Lending
Hostess Brands, LLC	New Location; Start Up	Active	Lyon	Frozen Cakes, Pies and Other Pastries Manufacturing
Icon Enterprises, Inc.	Existing Expansion	Completed	Riley	Custom Computer Programming Services
iModules Software, Inc.	Existing Expansion	Terminated	Johnson	Custom Computer Programming Services

Active, Completed and Terminated (due to not meeting program requirements) PEAK Agreements in FY2019. * Agreement signed in FY2019.

PEAK PROJECT DETAILS

Company Name	Agreement Type	Agreement Status	County	NAICS Industry
in2itive, LLC	New Location; Start Up	Active	Johnson	Other Accounting Services
Insight 2 Design, LLC	Existing Expansion	Active	Johnson	Industrial Design Services
Intervet Inc.	Existing Expansion	Active	Johnson	Pharmaceutical and Medicine Manufacturing
Intouch Solutions, Inc.	Existing Expansion	Active	Johnson	Marketing Consulting Services
J.E. Dunn Construction Company	New Location; OOS Expansion	Active	Wyandotte	Commercial and Institutional Building Construction
Jack Henry & Associates, Inc.	Existing Expansion	Active	Johnson	Computer Systems Design Services
Jake's Fireworks, Inc.	Existing Expansion	Completed	Crawford	Toy and Hobby Goods and Supplies Merchant Wholesalers
John Muller & Company, Inc.	Relocation	Completed	Johnson	Advertising Agencies
K&M Tire, Inc.	New Location; OOS Expansion	Completed	Douglas	Tire and Tube Merchant Wholesalers
Kaman Composites - Wichita, Inc.	Existing Expansion *	Active	Sedgwick	Other Aircraft Parts and Auxiliary Equipment Manufacturing
Kansas Protein Foods, LLC	New Location; Start Up *	Active	Rice	Soybean and Other Oilseed Processing
Keebler Company	Relocation	Active	Wyandotte	Cookie and Cracker Manufacturing
Kendall Packaging Corporation	Existing Expansion	Active	Crawford	Plastics Packaging Film and Sheet (including Laminated) Manufacturing
KeyBank, NA	Relocation	Active	Johnson	All Other Nondepository Credit Intermediation
Kiewit Corporation	Existing Expansion	Active	Johnson	Industrial Building Construction
Kiewit Engineering Group Inc.	Existing Expansion	Completed	Johnson	Engineering Services
Kiewit Power Constructors Company	Existing Expansion	Completed	Johnson	Other Heavy and Civil Engineering Construction
Kiewit Power Constructors Company	Relocation	Terminated	Wyandotte	Other Warehousing and Storage
Kindred Biosciences, Inc.	New Location; OOS Expansion	Active	Doniphan	Pharmaceutical Preparation Manufacturing
KMT Waterjet Systems, Inc.	New Location; Start Up	Completed	Cherokee	Fluid Power Pump and Motor Manufacturing
KMT Waterjet Systems, Inc.	Relocation	Active	Cherokee	Air and Gas Compressor Manufacturing
Koller Products LLC	New Location; Start Up *	Terminated	Johnson	All Other Plastics Product Manufacturing
Kraft Tank Corporation	Relocation	Active	Wyandotte	Metal Tank (Heavy Gauge) Manufacturing
Kubota Tractor Corporation	New Location; OOS Expansion	Active	Johnson	Farm and Garden Machinery and Equipment Merchant Wholesalers
Learjet, Inc.	Relocation	Active	Sedgwick	Aerospace Product and Parts Manufacturing
LockPath, Inc.	Existing Expansion	Active	Johnson	Computer Systems Design and Related Services

Active, Completed and Terminated (due to not meeting program requirements) PEAK Agreements in FY2019. * Agreement signed in FY2019.

PEAK PROJECT DETAILS

Company Name	Agreement Type	Agreement Status	County	NAICS Industry
Magic Kitchen, Inc.	Relocation	Active	Johnson	General Warehousing and Storage
Marathon Reprographics, Inc.	Relocation	Active	Wyandotte	Custom Computer Programming Services
Mariner Wealth Advisors, LLC	Existing Expansion	Active	Johnson	Investment Advice
MarketSphere Consulting, LLC	Relocation	Active	Johnson	Administrative Management and General Management Consulting Services
Mars Wrigley Confectionery US LLC	New Location; Start Up	Active	Shawnee	Chocolate and Confectionery Manufacturing from Cacao Beans
Massman Construction Company	Relocation	Active	Johnson	Corporate, Subsidiary and Regional Managing Offices
Mazuma Credit Union	Relocation	Active	Johnson	Credit Unions
MB Construction Services, Inc.	Relocation	Active	Johnson	Commercial and Institutional Building Construction
McFarlane Aviation, Inc.	Existing Expansion	Active	Douglas	Other Aircraft Parts and Auxiliary Equipment Manufacturing
Meadowlark Dairy Nutrition, LLC	New Location; OOS Expansion	Active	Finney	Dry, Condensed and Evaporated Dairy Product Manufacturing
Meara Welch Browne, PC	Relocation	Completed	Johnson	Offices of Certified Public Accountants
Mediware Information Systems, Inc.	Retention	Completed	Johnson	Custom Computer Programming Services
Members Mortgage Services, LLC	Existing Expansion	Active	Reno	Real Estate Credit
Members Mortgage Services, LLC	Existing Expansion	Active	Reno	Other Activities Related to Credit Intermediation
MGPI Processing, Inc.	Existing Expansion	Active	Atchison	Other Food Manufacturing
MIQ Logistics, LLC	New Location; Start Up	Completed	Johnson	Freight Transportation Arrangement
Missouri Kansas Supply Co., Inc.	Relocation	Active	Wyandotte	Metal Service Centers and Other Metal Merchant Wholesalers
Mixon/Hill, Inc.	Existing Expansion	Active	Johnson	Computer Systems Design Services
Mortgage Lenders of America, LLC	Existing Expansion	Completed	Johnson	Consumer Lending
Mortgage Research Center, LLC	Existing Expansion	Active	Johnson	Real Estate Credit
Multi-Service Technology Solutions	Existing Expansion *	Active	Johnson	Financial Transactions Processing, Reserve and Clearinghouse Activities
Murphy Hoffman Company	Relocation	Active	Johnson	Corporate, Subsidiary and Regional Managing Offices
Murphy-Hoffman Company	Existing Expansion	Active	Wyandotte	Corporate, Subsidiary and Regional Managing Offices
National Crop Insurance Services, Inc.	Retention	Completed	Johnson	All Other Insurance Related Activities
Netsmart Technologies, Inc.	Relocation	Active	Johnson	Custom Computer Programming Services
Nor-Am Ice and Cold LLC	New Location; OOS Expansion	Active	Doniphan	Refrigerated Warehousing and Storage

Active, Completed and Terminated (due to not meeting program requirements) PEAK Agreements in FY2019. * Agreement signed in FY2019.

PEAK PROJECT DETAILS

Company Name	Agreement Type	Agreement Status	County	NAICS Industry
NorthWind Technical Services, LLC	Existing Expansion	Active	Brown	Computer Systems Design Services
NorthWind Technical Services, LLC	Existing Expansion	Completed	Brown	Switchgear and Switchboard Apparatus Manufacturing
Novation iQ, LLC	Existing Expansion	Active	Johnson	Polystyrene Foam Product Manufacturing
Nueterra Holdings Management, LLC	Existing Expansion	Active	Johnson	Office Administrative Services
Onspring Technologies LLC	Existing Expansion	Active	Johnson	Custom Computer Programming Services
Optiv Security Inc.	Relocation	Active	Johnson	Computer Systems Design and Related Services
Optiv Security Inc.	Existing Expansion *	Active	Johnson	Computer Systems Design and Related Services
Orizon Aerostructures, LLC	New Location; OOS Expansion *	Active	Johnson	Other Aircraft Parts and Auxiliary Equipment Manufacturing
Orizon Aerostructures, LLC	Relocation *	Active	Neosho	Machine Shops
Palmer Manufacturing & Tank, Inc.	New Location; Start Up *	Active	Finney	Metal Tank (Heavy Gauge) Manufacturing
PBI-Gordon Corporation	Relocation	Active	Johnson	Corporate, Subsidiary and Regional Managing Offices
PeopleAdmin, Inc.	Retention	Active	Johnson	Computer Systems Design Services
PeopleAdmin, Inc.	Existing Expansion	Active	Johnson	Computer Systems Design Services
Performance Contracting Group, Inc.	Retention	Active	Johnson	Commercial and Institutional Building Construction
Performance Contracting Group, Inc.	Existing Expansion	Active	Johnson	Commercial and Institutional Building Construction
Philadelphia Indemnity Insurance Company	Relocation	Active	Johnson	Insurance Agencies and Brokerages
Plastic Packaging Technologies, LLC	Existing Expansion	Terminated	Wyandotte	Plastics Packaging Film and Sheet (including Laminated) Manufacturing
Plastikon Healthcare, LLC	Existing Expansion	Active	Douglas	All Other Plastics Product Manufacturing
PQ Corporation	Existing Expansion	Active	Wyandotte	All Other Basic Inorganic Chemical Manufacturing
Prairie Rollers International, LLC	New Location; Start Up	Active	Reno	Iron and Steel Pipe and Tube Manufacturing from Purchased Steel
ProPharma Group Holdings, LLC	Existing Expansion	Active	Johnson	Other Scientific and Technical Consulting Services
PTMW, Inc.	Existing Expansion *	Active	Shawnee	Metal Tank (Heavy Gauge) Manufacturing
Redwood Trading, LLC	Relocation	Active	Johnson	Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations and Terminals)
Rees Masilionis Turley Architecture, LLC	Relocation	Active	Johnson	Architectural Services
Reliance Label Solutions, Inc.	Existing Expansion	Active	Miami	Commercial Printing (except Screen and Books)
Reser's Fine Foods, Inc.	Existing Expansion *	Active	Shawnee	Perishable Prepared Food Manufacturing

Active, Completed and Terminated (due to not meeting program requirements) PEAK Agreements in FY2019. * Agreement signed in FY2019.

PEAK PROJECT DETAILS

Company Name	Agreement Type	Agreement Status	County	NAICS Industry
RK Concrete Construction, Inc.	Existing Expansion	Active	McPherson	General Warehousing and Storage
Robert E. Miller Insurance Agency, Inc.	Relocation	Active	Johnson	Insurance Agencies and Brokerages
Rouse Frets Gentile Rhodes, LLC	Relocation	Completed	Johnson	Offices of Lawyers
RTS Administrative Service, Inc.	Existing Expansion	Active	Johnson	Freight Transportation Arrangement
RTS Administrative Service, Inc.	Existing Expansion *	Active	Johnson	Freight Transportation Arrangement
RTS Administrative Service, Inc.	Existing Expansion	Completed	Johnson	Freight Transportation Arrangement
Rubbermaid, Inc.	Relocation	Active	Cowley	Urethane and Other Foam Product (except Polystyrene) Manufacturing
RX Savings, LLC	Existing Expansion *	Active	Johnson	Software Publishers
S & W Waterproofing, Inc.	Relocation	Active	Johnson	All Other Specialty Trade Contractors
Saint Paul School of Theology	Relocation	Active	Johnson	Corporate, Subsidiary, and Regional Managing Offices
Scavuzzo's, Inc.	Relocation	Active	Wyandotte	Meat and Meat Product Merchant Wholesalers
Searles Valley Minerals, Inc.	Relocation	Active	Johnson	Potash, Soda and Borate Mineral Mining
Seats, Inc.	New Location; OOS Expansion *	Active	Johnson	Motor Vehicle Seating and Interior Trim Manufacturing
Security Benefit Corporation	Existing Expansion	Active	Johnson	Offices of Other Holding Companies
Security Benefit Corporation	New Location; Start Up	Active	Shawnee	Offices of Other Holding Companies
SelectQuote Insurance Services	Relocation	Active	Johnson	Insurance Agencies and Brokerages
Simmons Pet Food, Inc.	Relocation	Completed	Lyon	Dog and Cat Food Manufacturing
Simmons Pet Food, Inc.	Existing Expansion	Active	Lyon	Dog and Cat Food Manufacturing
Simmons Pet Food, Inc.	Existing Expansion	Active	Lyon	Dog and Cat Food Manufacturing
Sizewise Rentals, LLC	Relocation	Active	Johnson	Corporate, Subsidiary and Regional Managing Offices
SkyMark Refuelers, LLC	New Location; Start Up	Completed	Wyandotte	Motor Vehicle Body and Trailer Manufacturing
Spectrum Brands, Inc.	Relocation	Active	Johnson	Plumbing and Heating Equipment and Supplies (Hydronics) Merchant Wholesalers
Spirit AeroSystems, Inc.	New Location; OOS Expansion	Active	Sedgwick	Aerospace Product and Parts Manufacturing
Spirit AeroSystems, Inc.	Existing Expansion	Active	Sedgwick	Aerospace Product and Parts Manufacturing
Spirit AeroSystems, Inc.	Existing Expansion	Active	Sedgwick	Aerospace Product and Parts Manufacturing
Splintek, Inc.	Relocation	Active	Johnson	Plastics Product Manufacturing

Active, Completed and Terminated (due to not meeting program requirements) PEAK Agreements in FY2019. * Agreement signed in FY2019.

PEAK PROJECT DETAILS

Company Name	Agreement Type	Agreement Status	County	NAICS Industry
Stackify, LLC	Relocation	Active	Johnson	Software Publishers
Standard Motor Products, Inc.	Relocation	Active	Montgomery	Motor Vehicle Electrical and Electronic Equipment Manufacturing
Sun Valley, Inc.	Existing Expansion	Active	Reno	General Freight Trucking, Long-Distance, Truckload
Telemark Management Services, Inc.	Relocation	Completed	Wyandotte	Office Administrative Services
Terracon Consultants, Inc.	Existing Expansion	Active	Johnson	Engineering Services
Teva Pharmaceuticals USA, Inc.	Relocation	Completed	Johnson	Business to Business Electronic Markets
The Gerson Company	Relocation	Completed	Johnson	Toy and Hobby Goods and Supplies Merchant Wholesalers
The Purple Guys, LLC	Relocation	Active	Wyandotte	Computer Systems Design Services
TierPoint Midwest, LLC	New Location; OOS Expansion	Active	Johnson	Data Processing, Hosting and Related Services
Tiger Cool Express, LLC	New Location; Start Up	Completed	Johnson	Line-Haul Railroads
Timken SMO LLC	New Location; OOS Expansion	Active	Bourbon	Motor Vehicle Body and Trailer Manufacturing
TM Track Machines, LLC	New Location; Start Up	Completed	Labette	Support Activities for Rail Transportation
Topeka Health System, LLC	New Location; OOS Expansion	Active	Shawnee	General Medical and Surgical Hospitals
Tortoise Investments, LLC	Existing Expansion	Active	Johnson	Investment Advice
Transcontinental Robbie Inc.	Retention	Active	Johnson	Commercial Printing (except Screen and Books)
Transport Funding, LLC	Relocation	Active	Johnson	Sales Financing
Triumph Accessory Services	Existing Expansion	Active	Sumner	Fluid Power Valve and Hose Fitting Manufacturing
Triumph Structures - Kansas City	Relocation	Active	Johnson	Precision Turned Product Manufacturing
TruHome Solutions, LLC	Existing Expansion	Active	Johnson	Real Estate Credit
Union Tank Car Company	Existing Expansion *	Active	Butler	Support Activities for Rail Transportation
University of Kansas Hospital Authority	New Location; Start Up	Active	Wyandotte	General Medical and Surgical Hospitals
Upfield Sourcing US, Inc.	Existing Expansion	Active	Johnson	Fats and Oils Refining and Blending
USA800, Inc.	New Location; OOS Expansion	Active	Douglas	Telemarketing Bureaus and Other Contact Centers
Valley Hope Association	Retention	Terminated	Norton	Psychiatric and Substance Abuse Hospitals
Valley Hope Association	Existing Expansion	Terminated	Norton	Psychiatric and Substance Abuse Hospitals
Vector Technologies, Inc.	New Location; Start Up	Completed	Cowley	Special Die and Tool, Die Set, Jig and Fixture Manufacturing

Active, Completed and Terminated (due to not meeting program requirements) PEAK Agreements in FY2019. * Agreement signed in FY2019.

PEAK PROJECT DETAILS

Company Name	Agreement Type	Agreement Status	County	NAICS Industry
Viega LLC	Relocation	Active	McPherson	Fabricated Pipe and Pipe Fitting Manufacturing
Virtus, LLC	Existing Expansion	Active	Johnson	Insurance Agencies and Brokerages
Walsworth Publishing Company, Inc.	Relocation	Active	Johnson	Corporate, Subsidiary and Regional Managing Offices
Webster Combustion Technology, LLC	New Location; OOS Expansion	Completed	Cowley	Heating Equipment (except Warm Air Furnaces) Manufacturing
Wells Fargo Clearing Services, LLC	Relocation	Active	Johnson	Investment Advice
WellSky Corporation	Existing Expansion *	Active	Johnson	Custom Computer Programming Services
WestPro Construction Solutions, Inc.	Relocation *	Active	Wyandotte	Commercial and Institutional Building Construction
WireCo World Group, Inc.	Relocation	Active	Johnson	Corporate, Subsidiary and Regional Managing Offices
World Fuel Services, Inc.	Relocation	Active	Wyandotte	Petroleum and Petroleum Products Merchant Wholesalers (except Bulk Stations and Terminals)
WWEX Franchise Holdings, LLC	Existing Expansion	Active	Johnson	Process, Physical Distribution and Logistics Consulting Services
YRC Inc.	Relocation	Active	Johnson	Corporate, Subsidiary and Regional Managing Offices
Zurich American Insurance Company	Existing Expansion	Active	Johnson	Insurance Agencies and Brokerages

HIGH PERFORMANCE INCENTIVE PROGRAM (HPIP)





High Performance Incentive Program (HPIP)

Provides an **income tax credit** for eligible capital investment that exceeds \$50,000 (or \$1 million in Shawnee, Douglas, Wyandotte, Johnson and Sedgwick counties) at a company's facility.

It also features:

- Sales tax exemption to use in conjunction with eligible capital investment
- Training tax credit up to \$50,000
- Priority consideration for access to other business assistance programs

To qualify, a company must:

1. Be a for-profit company subject to state taxes
2. Pay above-average wages (as compared to other similar firms in the same geographical area with matching NAICS codes)
3. Make a significant investment in eligible employee training
4. Be either a manufacturer or able to document that most of its sales are to Kansas manufacturers and/or out-of-state businesses or government agencies. A business in any NAICS code can qualify if it is a headquarters or back-office operation of a national or multi-national corporation.

▶ HPIP PROGRAM SUMMARY

	FY17	FY18	FY19
Number of HPIP Applications Received	42	56	52
HPIP Certifications Issued (inc. recertifications)	291	265	304
Total Estimated Capital Expenditures of All Programs	\$3.33B	\$3.03B	\$2.0B

- HPIP is ultimately claimed through a company's tax filings.
- This process is housed within the Kansas Department of Revenue.
- Due to tax laws specific to those returns, coupled with tax returns not being final for three years after filing, it would not be appropriate for the Department of Commerce to house or provide that data.

RETURN ON INVESTMENT

*\$56.20 in business investment
per \$1 invested by the state**

HPIP PROJECT DETAILS

County	Company
Allen	Russell Stover Chocolates
Allen	The Monarch Cement Company
Anderson	East Kansas Agri Energy, LLC
Atchison	Bartlett Grain Company, LP
Atchison	Bartlett Grain Company, LP
Atchison	MGPI Processing, Inc.
Barton	Fuller Industries, LLC
Bourbon	Labconco Corporation
Brown	Extru-Tech, Inc.
Brown	NorthWind Technical Services, LLC
Butler	Global Parts Aero Manufacturing, Inc
Butler	HollyFrontier El Dorado Refining, LLC
Butler	Union Tank Car Company
Butler	Vornado Air, LLC
Cherokee	Jayhawk Fine Chemicals Corporation
Cherokee	Wenger Manufacturing, Inc.
Cloud	Cloud Ceramics
Cloud	Concordia Technologies, LLC
Cloud	Gerard Tank and Steel, Inc.
Cowley	Creekstone Farms Premium Beef, LLC
Cowley	Creekstone Farms Premium Beef, LLC
Cowley	Creekstone Farms Premium Beef, LLC
Crawford	Pitt Plastics, Inc.
Crawford	Sugar Creek Packing Co.
Crawford	The Scoular Company
Crawford	TTT APN, LLC
Dickinson	Russell Stover Chocolates
Dickinson	Solomon Corporation, Inc.
Dickinson	Solomon Corporation, Inc.
Douglas	Amarr Company
Douglas	McFarlane Aviation, Inc.
Douglas	Screen-It Graphics of Lawrence, Inc.
Ellsworth	Hagen GP
Finney	Bonanza BioEnergy, LLC

County	Company
Finney	Garden City Industrial Park, LLC
Finney	Reeve Agri Energy, Inc.
Finney	Transportation Partners & Logistics, LLC
Finney	Transportation Partners & Logistics, LLC
Finney	Transportation Partners & Logistics, LLC
Finney	Transportation Partners & Logistics, LLC
Finney	WindRiver Grain, LLC
Ford	Koch Fertilizer Dodge City, LLC
Franklin	Quality Structures, Inc.
Franklin	Retail Distribution West, LLC
Geary	Foot Locker Junction City Service Center
Geary	Foot Locker Junction City Service Center
Geary	Foot Locker Junction City Service Center
Geary	UPU Industries, Inc.
Gove	Western Plains Energy, LLC
Hamilton	The Scoular Company
Harper	Harper Industries Inc.
Harvey	Excel Industries, Inc.
Harvey	Future Foam, Inc.
Johnson	AIG PC Global Services, Inc.
Johnson	Allied National, Inc.
Johnson	Ascend Learning, LLC
Johnson	Assessment Technologies Institute, LLC
Johnson	Barrier Compliance Services, LLC
Johnson	BATS Global Markets Holdings, Inc.
Johnson	Bayer HealthCare Corporation
Johnson	Black & Veatch Corporation
Johnson	Black & Veatch Corporation
Johnson	Black & Veatch Special Projects Corporation
Johnson	BNSF Railway Company
Johnson	Breit Technologies, LLC
Johnson	Builder's Stone & Masonry, Inc.
Johnson	Bukaty Morris Retirement Services, Inc.
Johnson	Caravan Ingredients, Inc.

County	Company
Johnson	Ceva Biomune
Johnson	Choice Solutions, LLC
Johnson	Comenity Servicing, LLC
Johnson	Concorde Career Colleges, Inc.
Johnson	Continuity of Operations Planning, LLC
Johnson	CrossFirst Bank
Johnson	D.H. Pace Company, Inc.
Johnson	Data Locker, Inc.
Johnson	Digital Evolution Group, LLC
Johnson	Dimensional Innovations, Inc.
Johnson	Dimensional Innovations, Inc.
Johnson	Dimensional Innovations, Inc.
Johnson	Eli Lilly & Company
Johnson	eSolutions, Inc.
Johnson	Excel Industries, Inc.
Johnson	Exline, Inc.
Johnson	Farmobile, LLC
Johnson	Fire Door Solutions, LLC
Johnson	Garmin International, Inc.
Johnson	Garmin International, Inc.
Johnson	Garmin International, Inc.
Johnson	Grantham University
Johnson	Grundfos Pumps Corporation
Johnson	Heartland Multiple Listing Service, Inc.
Johnson	Home Credit US, LLC
Johnson	Huhtamaki Consumer Packaging West, Inc.
Johnson	Insight 2 Design, LLC
Johnson	Intervet Inc.//Merck Animal Health
Johnson	Intouch Group, LLC
Johnson	Ivy Distributors, Inc.
Johnson	Ivy Distributors, Inc.
Johnson	Ivy Investment Management Company
Johnson	Ja-Del, Inc.
Johnson	Kiewit Corporation

HPIP PROJECT DETAILS

County	Company
Johnson	Kiewit Energy Group, Inc.
Johnson	Kiewit Engineering Group, Inc.
Johnson	Kiewit Engineering Group, Inc.
Johnson	Kiewit Power Constructors Company
Johnson	Kiewit Power Constructors Company
Johnson	Koller Enterprises
Johnson	MBB, Inc
Johnson	Meara Welch Browne, P.C.
Johnson	MidContinental Chemical Company, Inc.
Johnson	Midwest Trust Company, Inc.
Johnson	MindLift, LLC
Johnson	MIQ Logistics, LLC
Johnson	Mission Electronics, Inc.
Johnson	MyFreightWorld Technologies, Inc.
Johnson	Netsmart Technologies, Inc.
Johnson	NIC Solutions, LLC
Johnson	NIC Solutions, LLC
Johnson	NICUSA, Inc.
Johnson	NICUSA, Inc.
Johnson	NPC International
Johnson	Optiv Security, Inc.
Johnson	Optiv Security, Inc.
Johnson	Orizon Aerostructures, LLC
Johnson	Performance Contracting Group, Inc
Johnson	Pharmaceutical Research Associates, Inc.
Johnson	Pharmaceutical Research Associates, Inc.
Johnson	Poole Fire Protection, Inc.
Johnson	ProCore Resource Group
Johnson	Quest Diagnostics Clinical Laboratories, Inc.
Johnson	ScriptPro, LLC
Johnson	SelectQuote Insurance Services
Johnson	SelectQuote Insurance Services
Johnson	ServiceMaster DSI
Johnson	Shamrock Trading Corporation

County	Company
Johnson	Shamrock Trading Corporation
Johnson	Skyline E3, Inc.
Johnson	Sparhawk Laboratories, Inc.
Johnson	Sportsman CapNetwork
Johnson	Sportsman CapNetwork
Johnson	Sprint United Management Company
Johnson	Sprint United Management Company
Johnson	State Farm Mutual
Johnson	Sunlighten, Inc.
Johnson	The Industrial Company (TIC)
Johnson	The Lead Group
Johnson	The Lead Group
Johnson	The Redwood Group, LLC
Johnson	The Scoular Company
Johnson	Tickets for Less, LLC
Johnson	Tortoise Capital Advisors, LLC
Johnson	TransAm Trucking, Inc.
Johnson	TSVC, Inc.
Johnson	TSVC, Inc.
Johnson	TVH Parts Co.
Johnson	Tyr Energy, Inc.
Johnson	U.S. Bank
Johnson	Unilever US
Johnson	United Parcel Service, Inc.
Johnson	Upfield Sourcing US, Inc
Johnson	Upfield Sourcing US, Inc
Johnson	W & R Corporate, LLC
Johnson	W & R Corporate, LLC
Johnson	Wachter, Inc.
Johnson	Waddell & Reed Investment Management Company
Johnson	Waddell & Reed, Inc.
Johnson	Waddell & Reed, Inc.
Johnson	WellSky Corporation
Johnson	WellSky Corporation

County	Company
Johnson	Wilbert Funeral Services, Inc.
Johnson	YRC Enterprise Services, Inc.
Johnson	YRC, Inc.
Leavenworth	Cereal Ingredients, Inc.
Leavenworth	Great Western Manufacturing Company, Inc.
Leavenworth	Heatron, Inc.
Leavenworth	Hobby Monster Customs
Leavenworth	LPF High Performance Coatings, LLC
Leavenworth	Young Sign Co.
Leavenworth	Zephyr Products Inc.
Logan	Scoular Co.
Lyon	Glendo, LLC
Lyon	Hill's Pet Nutrition, Inc.
Lyon	Hill's Pet Nutrition, Inc.
Lyon	Simmons Pet Food, Inc.
Marshall	Landoll Corporation
McPherson	Benchmark Plastics, LLC
McPherson	Cereal Food Processors dba Grain Craft - McPherson
McPherson	CertainTeed Corporation
McPherson	CHS McPherson Refinery, Inc.
McPherson	Hospira, Inc.
McPherson	Tortilla King, Inc.
McPherson	Tortilla King, Inc.
McPherson	Viega, LLC
Miami	Splashtacular
Montgomery	Coffeyville Resources Nitrogen Fertilizers, LLC
Montgomery	Coffeyville Resources Refining and Marketing
Nemaha	C.J. Foods, Inc.
Nemaha	Koch & Company, Inc.
Nemaha	Wenger Manufacturing, Inc.
Neosho	Ash Grove Cement Company
Osborne	The Scoular Company
Ottawa	Scoular Co.
Phillips	Prairie Horizon Agri-Energy, LLC

HPIP PROJECT DETAILS

County	Company
Pottawatomie	R-Tech Tool & Machine, Inc.
Pratt	Scoular Co.
Reno	Ade-Wifco Steel Products, Inc.
Reno	Data Center, Inc.
Reno	Kansas Protein Foods, LLC
Reno	Lowen Corporation
Rice	Hyatt Life Sciences, Inc.
Rice	JACAM Manufacturing 2013, LLC
Rice	Kansas Ethanol, LLC
Riley	CivicPlus, LLC.
Russell	Great Plains Manufacturing, Inc.
Russell	U.S. Energy Partners, LLC
Saline	Exline, Inc.
Saline	Grain Belt Supply Company, Inc.
Saline	Great Plains Manufacturing, Inc.
Saline	SFC Global Supply Chain, Inc.
Saline	The Scoular Company
Sedgwick	Alltite, Inc.
Sedgwick	BlendTech, Inc.
Sedgwick	C.E. Machine Co., Inc.
Sedgwick	Cargill Meat Solutions Corporation
Sedgwick	Cargill, Inc.
Sedgwick	Dimensional Innovations, Inc.
Sedgwick	Diversified Services, Inc.
Sedgwick	Etezazi Industries
Sedgwick	Fagron Compounding Services
Sedgwick	Fiber Dynamics, Inc.
Sedgwick	Flint Hills Resources, LC
Sedgwick	Flint Hills Resources, LC
Sedgwick	Foley Industries, Inc.
Sedgwick	Foley Rebuild Center, LLC
Sedgwick	Invista, S.a.r.l
Sedgwick	KGGP, LLC
Sedgwick	Kice Industries, Inc.

County	Company
Sedgwick	King of Freight
Sedgwick	Koch Ag & Energy Solutions, LLC
Sedgwick	Koch Ag & Energy Solutions, LLC
Sedgwick	Koch Business Solutions, LP
Sedgwick	Koch Siedhoff Hand & Dunn, LLP
Sedgwick	Koch Supply & Trading
Sedgwick	Koch-Glitsch, LP
Sedgwick	Leading Technology Composites Inc.
Sedgwick	Lee Aerospace
Sedgwick	Metal Finishing Company, Inc.
Sedgwick	Metal Pros, LLC
Sedgwick	Occidental Chemical Corporation
Sedgwick	Perfekta, Inc.
Sedgwick	Riefenhauser North America
Sedgwick	Scrap Management of Kansas, Inc.
Sedgwick	Scrap Management of Kansas, Inc.
Sedgwick	Spirit AeroSystems, Inc.
Sedgwick	Textron Aviation, Inc.
Sedgwick	Youngers & Sons Mfg. Co., Inc.
Sedgwick	Youngers & Sons Mfg. Co., Inc.
Seward	Arkalon Ethanol LLC
Shawnee	Advisors Excel, LLC
Shawnee	Bimbo Bakeries USA
Shawnee	Evergy
Shawnee	Evergy
Shawnee	Frito-Lay, Inc.
Shawnee	Hill's Pet Nutrition, Inc.
Shawnee	Hill's Pet Nutrition, Inc.
Shawnee	Hill's Pet Nutrition, Inc.
Shawnee	Hill's Pet Nutrition, Inc.
Shawnee	HME, Inc.
Shawnee	PTMW, Inc.
Shawnee	Resers Fine Foods
Shawnee	Resers Fine Foods

County	Company
Shawnee	The Premier Advisory Group, Inc.
Sherman	The Scoular Company
Sumner	Diversified Services, Inc.
Sumner	The Scoular Company
Thomas	Advantage Architectural Woodwork, LLC
Wilson	Cobalt Boats, LLC
Wilson	Tindle Construction, Inc.
Wyandotte	Associated Wholesale Grocers, Inc.
Wyandotte	Capital Electric Construction Company, Inc
Wyandotte	Carter Energy
Wyandotte	Cerner Corporation
Wyandotte	CertainTeed Corporation
Wyandotte	CertainTeed Corporation
Wyandotte	Cingulate Therapeutics, LLC
Wyandotte	CZ-USA Manufacturing
Wyandotte	DaVinci Roofscapes, LLC
Wyandotte	INX International Ink Co.
Wyandotte	Keebler Company
Wyandotte	Kiewit Power Constructors Company
Wyandotte	Kraft Tank Corporation
Wyandotte	Kraft Tank Corporation
Wyandotte	Manna Pro Products, LLC
Wyandotte	Missouri Kansas Supply Co., Inc.
Wyandotte	Owens Corning Insulating Systems, LLC
Wyandotte	Plastic Packaging Technologies, LLC
Wyandotte	PQ Corporation
Wyandotte	WestPro Construction Solutions, Inc.
Wyandotte	WestPro Construction Solutions, Inc.
Wyandotte	Zeolyst International

RURAL OPPORTUNITY ZONES (ROZ)





Rural Opportunity Zones (ROZ)

Established in 2012 with the primary goal of reducing out-migration in rural Kansas counties.

The program has two components, each available for up to five years:

- State income tax waiver
- Student loan repayment assistance

Originally incorporated with 50 counties that experienced population declines of > 10% over the previous decade.

Now includes 77 of Kansas' 105 counties.

- *HB 2059: 23 additional counties in 2013*
- *HB 2643: 4 additional counties in 2014*



State Income Tax Waiver Eligibility

- Establish domicile in a ROZ county on or after the date the county was included in the program
- Lived outside the state of Kansas for at least five years prior to establishing domicile in the ROZ county
- Earned less than \$10,000 in Kansas-source income in each of the five years immediately prior to establishing domicile in the ROZ county
- Reside in the county from January 1 to December 31 of the year the waiver is requested



Student Loan Repayment Assistance Eligibility

- Establish domicile in a ROZ county after July 1, 2011, on/after the date on which the county opted in to the student loan program
- Hold an associate's, bachelor's or postgraduate degree prior to moving to a ROZ county
- Have an outstanding student loan balance in applicant's name
- Be able to provide proof of residency at current and previous addresses, proof of degree, proof of student loan balance with distribution dates and a Kansas Tax Clearance Certificate
- Have a county or employer sponsor

▶ ROZ PROGRAM SUMMARY

Student Loan Applicants	Total Applications	3,854
	Total Participated	1,724
	Currently Active	517
	Completed 5 Years	267
	Withdrew Due to Early Loan Repayment	560
	Disqualified	380
	Waiting for Sponsor	161

*Tax Credit Applicants	Tax Year	Filers	Credit Allowed
	2012	98	\$236,660
	2013	253	\$575,331
	2014	335	\$968,896
	2015	419	\$1,289,433
	2016	494	\$1,344,693
	2017	533	\$1,727,904
	2018	500	\$1,924,660
			\$8,067,523

► ROZ PROGRAM RETURN ON INVESTMENT

ROZ did not meet its stated goal of incentivizing relocation to rural communities and generated only a limited return on investment.

- County-level population trends illustrate **sustained out-migration in 91% of ROZ counties.**
- The majority of participants (83%) would have moved to a ROZ county **even without the financial incentives.**

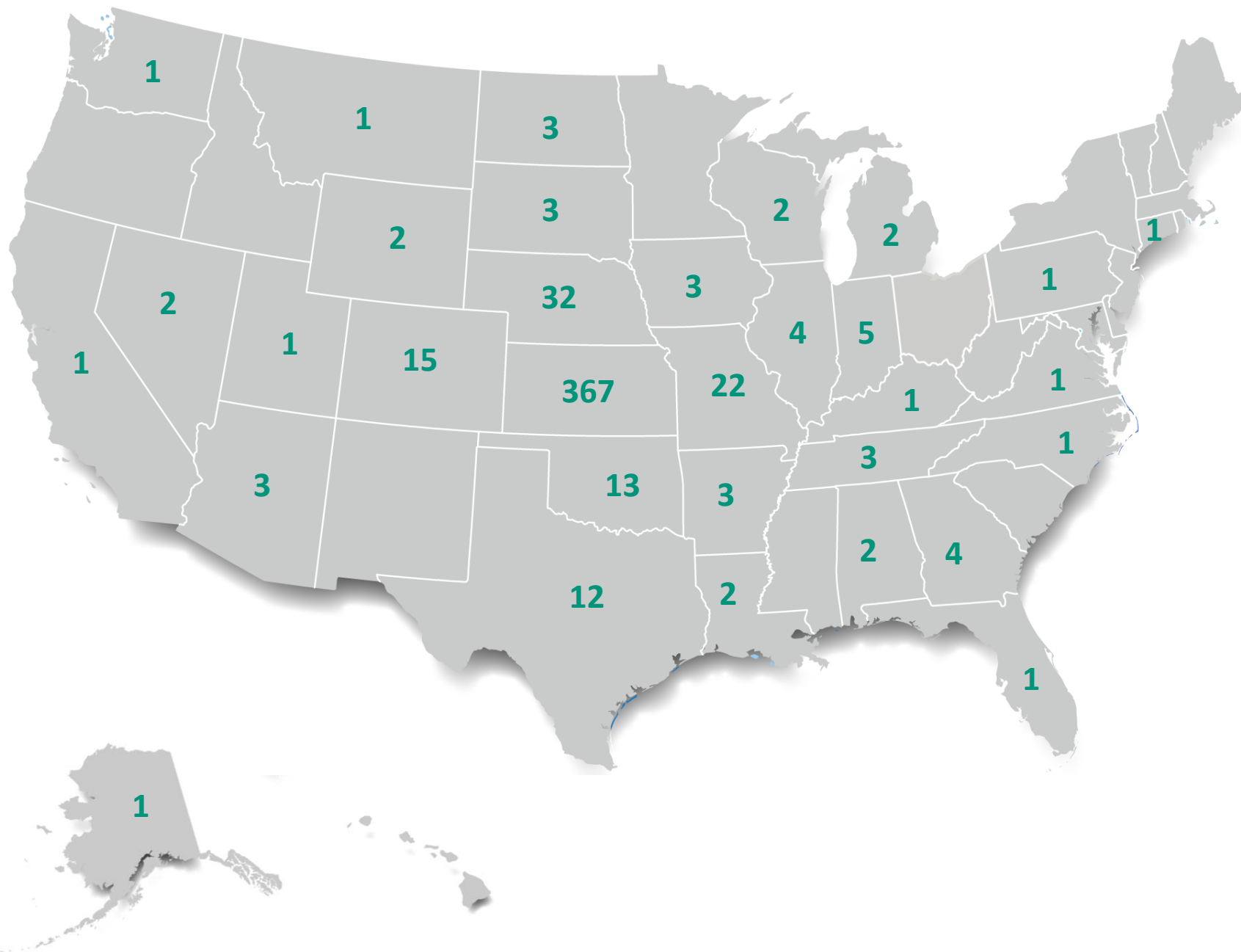
ROZ PROGRAM DETAILS

% POPULATION
CHANGE IN ROZ
COUNTIES OVER
PROGRAM DURATION
AS OF OCTOBER 2019

Decline in Population

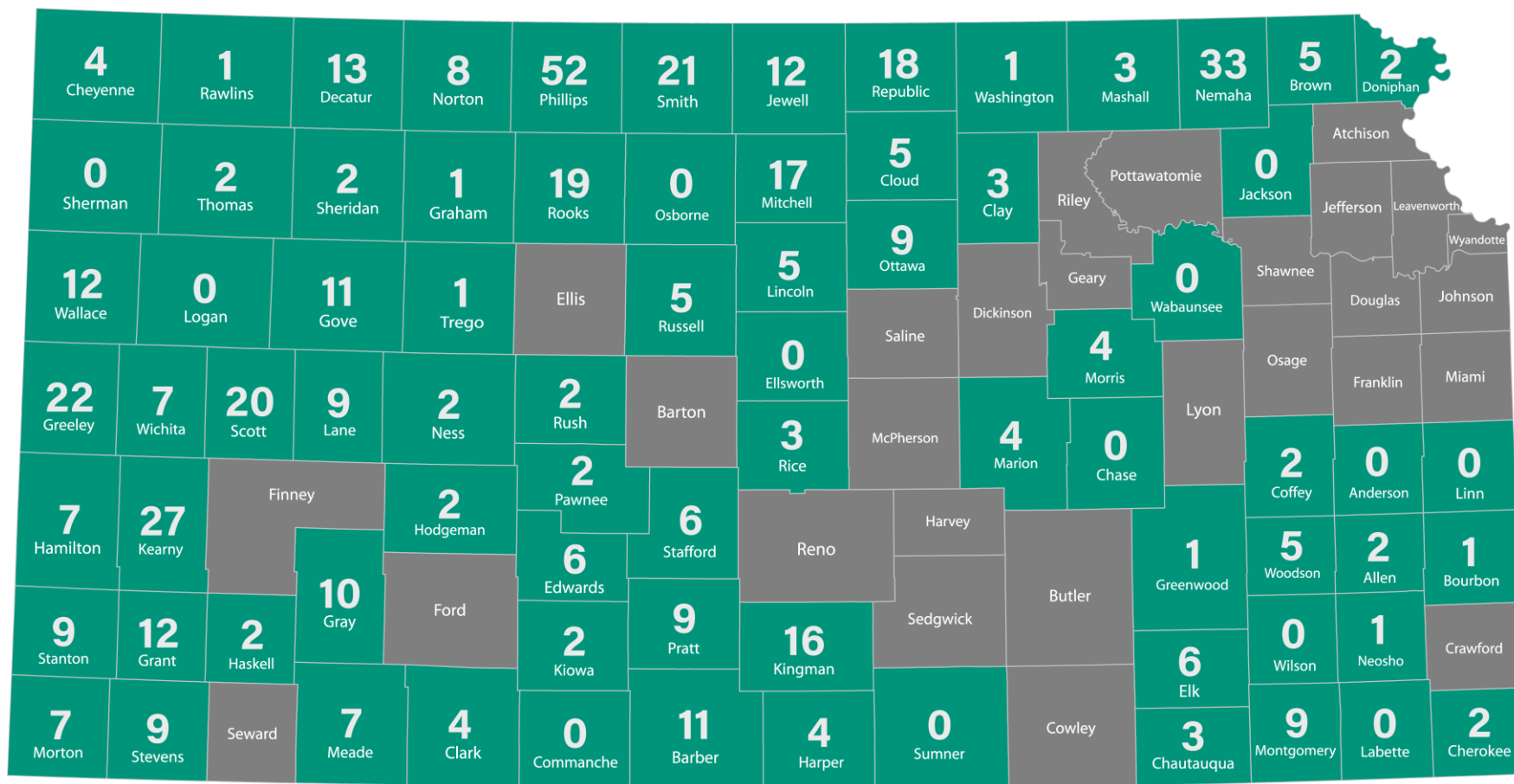
Increase in Population

Region	County	ROZ Participation Start Date (Tax Credit)	% Δ Over ROZ Program Duration	Region	County	ROZ Participation Start Date (Tax Credit)	% Δ Over ROZ Program Duration	Region	County	ROZ Participation Start Date (Tax Credit)	% Δ Over ROZ Program Duration
SE	Allen	2013	4.86	SC	Harper	2011	6.02	SW	Pawnee	2011	4.82
SE	Anderson	2013	0.42	SW	Haskell	2013	2.54	NC	Phillips	2011	3.61
SC	Barber	2011	8.1	SW	Hodgeman	2011	7.43	SC	Pratt	2011	4.03
SE	Bourbon	2013	0.97	NE	Jackson	2013	0.39	NW	Rawlins	2011	1.26
NE	Brown	2013	3.44	NC	Jewell	2011	6.55	NE	Republic	2011	3.78
SC	Chase	2013	2.67	SW	Kearny	2011	1	SC	Rice	2013	4.55
SE	Chautauqua	2011	7.18	SC	Kingman	2011	6.65	NC	Rooks	2011	3.82
SE	Cherokee	2014	3.63	SW	Kiowa	2011	0.44	NC	Rush	2011	3.58
NW	Cheyenne	2011	0.64	SE	Labette	2014	4.26	NC	Russell	2011	1.02
SW	Clark	2011	7.99	NW	Lane	2011	8.29	NW	Scott	2011	0.55
NE	Clay	2013	4.81	NC	Lincoln	2011	4.64	NW	Sheridan	2011	0.08
NE	Cloud	2011	7.21	SE	Linn	2013	2.47	NW	Sherman	2011	3.39
SE	Coffey	2013	2.27	NW	Logan	2011	1.86	NC	Smith	2011	3.95
SW	Comanche	2011	8.48	SC	Marion	2011	3.47	SC	Stafford	2011	3.8
NW	Decatur	2011	0.21	NE	Marshall	2013	2.97	SW	Stanton	2011	8.14
NE	Doniphan	2013	2.07	SW	Meade	2013	3.47	SW	Stevens	2013	4.37
SW	Edwards	2011	4.4	NC	Mitchell	2011	2.9	SC	Sumner	2014	2.02
SE	Elk	2011	6.35	SE	Montgomery	2014	5.41	NW	Thomas	2011	2.86
NC	Ellsworth	2013	2.91	NE	Morris	2013	3.43	NW	Trego	2011	5.93
NW	Gove	2011	4.04	SW	Morton	2011	14.9	NE	Wabaunsee	2013	1.82
NW	Graham	2011	3.67	NE	Nemaha	2013	0.03	NW	Wallace	2011	1.64
SW	Grant	2013	6.21	SE	Neosho	2013	3.04	NE	Washington	2011	5.34
SW	Gray	2013	0.62	NW	Ness	2011	7.88	NW	Wichita	2011	5.61
NW	Greeley	2011	3.39	NW	Norton	2011	2.98	SE	Wilson	2011	5.05
SE	Greenwood	2011	5.98	NC	Osborne	2011	8.98	SE	Woodson	2011	2.57
SW	Hamilton	2011	1.06	NE	Ottawa	2013	4.26				



STUDENT LOAN REPAYMENT
PROGRAM PARTICIPANTS AS
OF MARCH 2019 (BY
PREVIOUS STATE)

ROZ participants' prior home
locations are concentrated in
Kansas and neighboring
states.

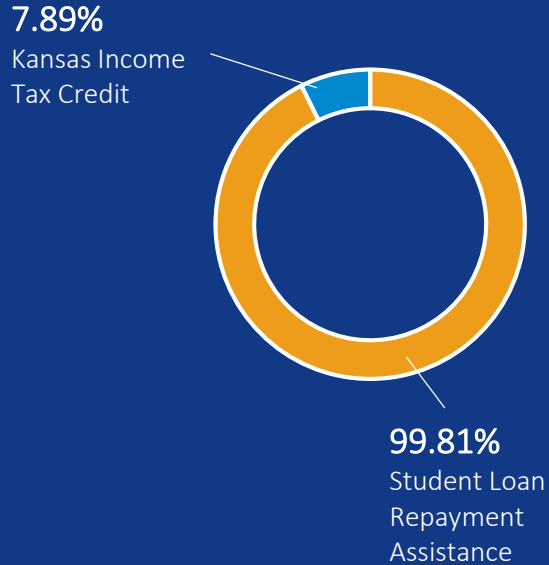


STUDENT LOAN REPAYMENT
PROGRAM PARTICIPANTS AS
OF MARCH 2019 (BY ROZ
COUNTY)

13 of 77 ROZ counties had no representation in the student loan repayment component of the program.

HIGHLIGHTS FROM PARTICIPANT SURVEY

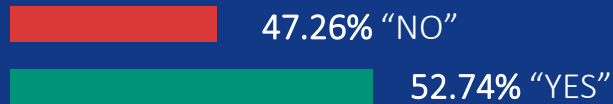
1. Which ROZ benefits do you or have you received?



2. Did you move to a ROZ county from another state?



3. If you answered yes to the previous question, did you already have plans to move to Kansas?



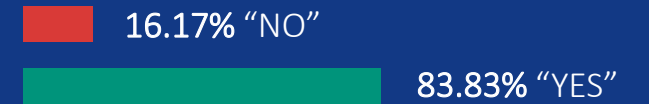
4. If you answered yes to the previous question, did you already have plans to move to your current county before learning about the ROZ program?



5. If you answered yes to the previous question, did the ROZ program cause you to change the timing of your move?



6. Would you have moved to your current county of residence without the income tax and/or student loan benefits?



7. Did you choose to remain in Kansas because of the income tax and/or student loan benefit (i.e. Were you thinking about leaving the state before you learned about the ROZ program)?



► RECOMMENDATIONS

Program analysis finds that the ROZ program did not reduce rural depopulation in 91% of Kansas counties.

There is no one-size-fits-all relocation incentive program that has been proven effective for rural communities.

The Kansas Legislature should restructure the ROZ program and engage with rural communities to develop locally driven and tailored investment alternatives that are evidence-based and meet community needs.

For jurisdictions who have seen local benefit from rural relocation programs, Commerce should help develop incentive programs tailored to their communities' needs.

JOB CREATION FUND (JCF)





Job Creation Fund (JCF)

Designed to provide the State of Kansas wide latitude to meet the needs of recruiting and retaining companies. The design was intended to be **nimble, flexible and adaptable** to meet the fast-paced and ever-changing needs of businesses.

Only 2-4% of projects in Commerce receive JCF funds annually.

JCF PROJECT DETAILS

Company Name	NAICS Code	County	Existing Jobs	Retained Jobs	Proposed New Jobs	Proposed Capital Investment	Award Amount
Overstock.com	493110	Wyandotte	---	---	200	\$14,210,000	\$500,000
GHS, Inc.	311612	Rice	16	16	---	---	\$50,000
Team Kansas*	---	Shawnee	---	---	---	---	\$450,000
WWEX	541614	Johnson	128	128	196	\$5,810,000	\$100,000
Broderson	333923	Johnson	76	76	---	\$200,000	\$100,000
Union Tank Car	488210	Butler	37	37	70	\$7,000,000	\$125,000
Shamrock	488510	Johnson	664	664	1,500	\$75,000,000	\$250,000
Park Aerospace	339999	Harvey	79	79	73	\$18,300,000	\$50,000
Cargill	424510	Johnson	211	211	90	\$12,452,487	\$100,000
Onspring Technologies LLC	541511	Johnson	24	24	151	\$11,925,336	\$300,000
			1,235	1,235	2,280	\$144,897,823	\$2,025,000

RETURN ON INVESTMENT

*\$39.60 in business investment
per \$1 invested by the state**

*A three-year deal providing matching funds of \$150K annually. Team Kansas, formerly known as Kansas Calvary, is an organization of business and economic development leaders focused on marketing and developing new business leads for the state.

KANSAS INDUSTRIAL TRAINING & RETRAINING (KIT-KIR)

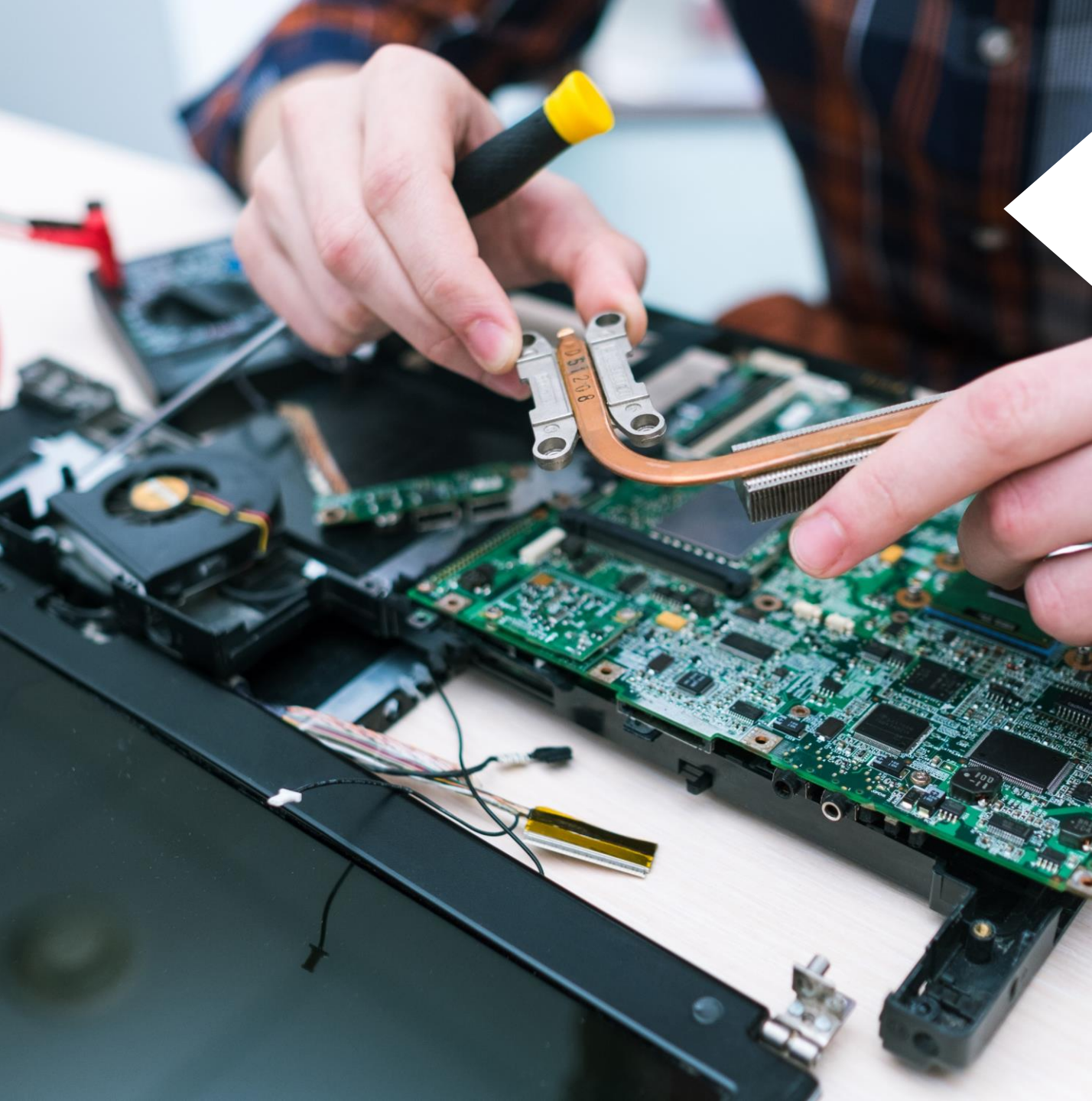




Kansas Industrial Training (KIT)

Designed to assist companies **creating new Kansas jobs** by offsetting training costs.

To qualify, companies must meet one of the nine Kansas Basic Industry classifications, **OR** they must be a regional or national headquarters with >51% of their revenue generated outside of Kansas.



Kansas Industrial Retraining (KIR)

Designed to assist companies by offsetting the cost of training for existing employees on **new technology and/or production activities**.

To qualify, companies must show they are restructuring their business operations or retraining their workforce due to one or more of the following:

- Incorporation of existing technology*
- Development and incorporation of new technology*
- Diversification of production
- Development and implementation of new production

** Unable to pay for training associated with upgrades to existing technology*

▶ KIT-KIR PROGRAM SUMMARY

	FY17	FY18	FY19
KIT Projects	42	56	52
KIR Projects	26	37	24
KIT Jobs	852	2009	1803
KIR Jobs	3613	2782	1983
Total Funds Awarded	\$1,346,346	\$1,369,362	\$1,004,108

RECOMMENDATION:

Decouple KIT-KIR from HPIP to make it a more effective program for Kansas.

PROGRAM COMPARISON: 2009 → 2019

2009

\$2.8 MILLION
available funds

- \$2,000 per trainee (max)
- \$408 average award/trainee
- \$891.94 average award/trainee for competitive projects only

2019

\$1.6 MILLION
available funds

- \$600 per trainee (max)
- \$383 average award/trainee
- \$442.16 average award/trainee for competitive projects only

RETURN ON INVESTMENT

*\$44.60 in business investment
per \$1 invested by the state**

* Source: Legislative Division of Post Audit, Dec. 2014

KIT PROJECT DETAILS

Company Name	Actual No. Trainees	Actual Amount per Trainee	Actual Award
Advisors Excel Holdings, LLC	87	\$400	\$34,800
AG613, LLC	5	\$475	\$2,375
Barrier Compliance Services, LLC	10	\$400	\$4,000
BATS Global Markets Holdings, Inc.	8	\$450	\$3,600
Camso Manufacturing USA, LTD	48	\$450	\$21,600
Capital Electric Construction Company, Inc.	3	\$475	\$1,425
CarMax Auto Superstores, Inc.	289	\$300	\$86,700
Cingulate Therapeutics, LLC	17	\$500	\$8,500
Cobalt Boats, LLC	50	\$500	\$25,000
Dimensional Innovations, Inc.	40	\$500	\$20,000
Fabcon Precast, LLC	31	\$450	\$13,950
Fargon Sterile Services (dba JCB Laboratories)	100	\$400	\$40,000
Fuller Industries, LLC	12	\$450	\$5,400
Future Foam, Inc.	1	\$475	\$475
Geiger Ready-Mix Co., Inc.	25	\$450	\$11,250
Global Parts Aero Manufacturing	3	\$500	\$1,500
Global Parts Inc.	1	\$500	\$500
Great Plains Manufacturing, Inc.	14	\$450	\$6,300
Health Midwest Ventures Group, Inc.	1	\$475	\$475
Hess Services, Inc.	40	\$500	\$20,000
Insight 2 Design, LLC	6	\$450	\$2,700
Intervet Inc. (dba Merck Animal Health)	5	\$500	\$2,500
Jacam Manufacturing 2013, LLC	1	\$500	\$500
Kaman Aerospace Group, Inc.	16	\$400	\$6,400
Keebler Company	40	\$125	\$5,000
Kiewit Power Constructors Co.	2	\$450	\$900

Company Name	Actual No. Trainees	Actual Amount per Trainee	Actual Award
King of Freight	1	\$500	\$500
Koch Business Solutions, LP	6	\$400	\$2,400
Mears Group, Inc.	46	\$475	\$21,850
MicroProtein Technologies, Inc.	8	\$500	\$4,000
MyFreightWorld Technologies, Inc.	10	\$450	\$4,500
Netsmart Technologies, Inc.	85	\$450	\$38,250
New Directions Behavioral Health, LLC	237	\$300	\$71,100
NIC, Inc.	40	\$500	\$20,000
One True Holding Company	50	\$446	\$22,300
Onspring Technologies, LLC	14	\$500	\$7,000
Optiv Security, Inc.	10	\$450	\$4,500
Orizon Aerostructures, LLC	50	\$500	\$25,000
Plastic Packaging Technologies, LLC	25	\$450	\$1,250
Retail Distribution West, LLC	26	\$400	\$10,400
Schier Products Company	6	\$475	\$2,850
SnapIT Solutions, LLC	10	\$425	\$4,250
Solar Spectrum, LLC	23	\$450	\$10,350
Spirit AeroSystems Holdings	125	\$450	\$56,250
SugarCreek Packing Company	8	\$400	\$3,200
Terracon Consultants	30	\$400	\$12,000
The Scoular Company	16	\$400	\$6,400
Tickets for Less	5	\$400	\$2,000
Tortoise Capital Advisors, LLC	8	\$500	\$4,000
TVH Parts Co.	12	\$450	\$5,400
Union Tank Car Company	47	\$330	\$15,510
WWEX Franchise Holdings, LLC	50	\$450	\$22,500

1,803 **\$396 average** **\$713,610**

KIR PROJECT DETAILS

Company Name	Actual No. Trainees	Actual Amount per Trainee	Actual Award
Advisors Excel Holdings, LLC	341	\$80	\$27,280
American Multi-Cinema, Inc.	160	\$27	\$4,320
Benchmark Plastics, LLC	3	\$500	\$1,500
Black & Veatch Corporation	180	\$68	\$12,240
Cargill Meat Solutions Corporation	100	\$10	\$1,000
CertainTeed Corporation	45	\$525	\$23,625
Compass Minerals America, Inc (fka North American Salt Co.)	5	\$200	\$1,000
DSI Holdings Corporation (dba ServiceMaster DSI)	85	\$395	\$33,575
Excel Industries, Inc.	6	\$500	\$3,000
Fargon Sterile Services (dba JCB Laboratories)	156	\$194	\$30,264
Fuller Industries, LLC	110	\$400	\$44,000
Home Credit US, LLC	21	\$390	\$8,190
Industrial Maintenance of Topeka, Inc.	30	\$500	\$15,000
INVISTA S.a.r.l	80	\$14	\$1,120
Ja-Del, Inc.	3	\$475	\$1,425
Kiewit Corporation	50	\$95	\$4,750
Koch Supply & Trading, LP	25	\$39	\$975
Manna Pro Products, LLC	25	\$485	\$11,875
Scavuzzo's, Inc.	87	\$300	\$26,100
ScriptPro, LLC	37	\$130	\$4,810
Selective Site Consultants, Inc.	3	\$240	\$720
TSVC, Inc.	363	\$35	\$12,705
Young Sign Co., Inc.	18	\$168	\$3024
Zephyr Products, Inc	50	\$360	\$18,000

1,983 **\$146 average** **\$290,498**

COMMUNITY DEVELOPMENT BLOCK GRANTS (CDBG)





Community Development Block Grants (CDBG)

Established to help Kansas communities (50K or fewer residents) **enhance their livability** by providing financial, technical and business assistance using HUD funding.

Grants are awarded in five categories:

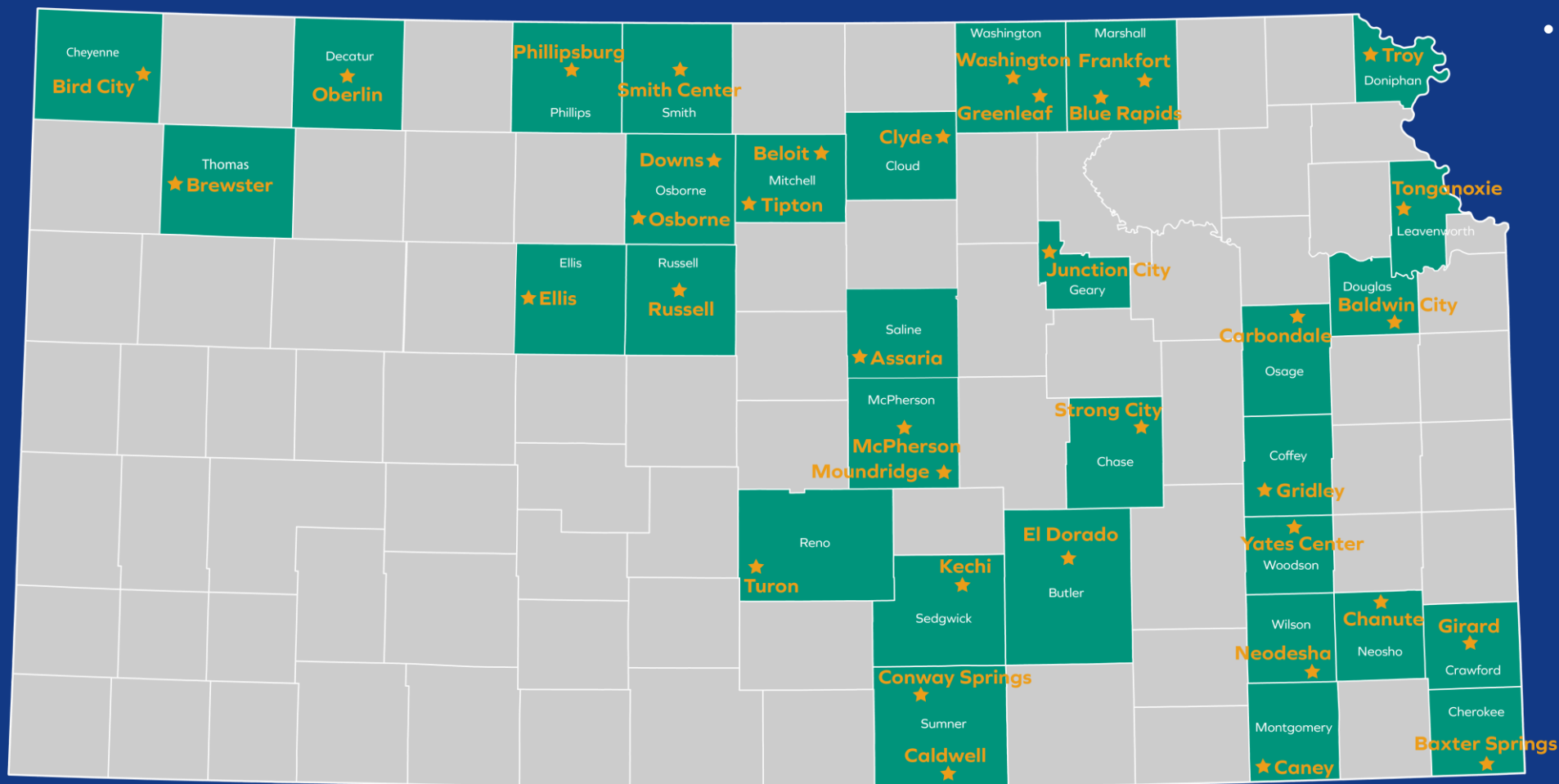
1. Water/Sewer Grants (competition)
2. Community Facilities Grants (competition)
3. Housing Grants (competition)
4. Urgent Need Grants (e.g. disaster response)
5. Commercial Rehabilitation Grants

To qualify, projects must meet one or more of the following condition:

- Benefit low- or moderate-income individuals
- Remove or prevent slum or blight conditions
- Eliminate an urgent need created by a disaster when local funds are unavailable

► CDBG PROGRAM SUMMARY

38 awards totaling
\$23.2M made in FY2019.



- Awards were made in five different categories:
 - Water/Sewer
 - Community Facility
 - Neighborhood Center
 - Housing
 - Community Rehabilitation

CDBG PROJECT DETAILS

Grantee	Grant Type	Project Description	Award Amount	Grantee	Grant Type	Project Description	Award Amount
Assaria	Water/Sewer	Water	\$433,840	Greenleaf	Housing	Housing	\$300,000
Baldwin City	Community Facility	Excursion Train	\$750,000	Gridley	Water/Sewer	Sewer	\$600,000
Baxter Springs	Neighborhood Center	Pool	\$960,000	Junction City	Community Facilities	Street	\$425,000
Beloit	Housing	Housing	\$300,000	Kechi	Commercial Rehab.	Commercial Rehab.	\$250,000
Bird City	Community Facilities	Street	\$200,507	McPherson	Community Facilities	Street	\$220,000
Blue Rapids	Neighborhood Center	Pool	\$763,411	Moundridge	Neighborhood Center	Pool	\$1,000,000
Brewster	Water/Sewer	Water	\$409,980	Neodesha	Community Facilities	Gas System	\$600,000
Caldwell	Neighborhood Center	Pool	\$961,000	Oberlin	Water/Sewer	Water	\$600,000
Caney	Water/Sewer	Sewer	\$600,000	Osborne	Neighborhood Center	Pool	\$1,000,000
Caney	Neighborhood Center	Pool	\$1,000,000	Phillipsburg	Water/Sewer	Water	\$462,837
Carbondale	Community Facilities	Library	\$600,000	Russell	Water/Sewer	Water	\$600,000
Chanute	Water/Sewer	Sewer	\$700,000	Smith Center	Neighborhood Center	Pool	\$1,000,000
Clyde	Neighborhood Center	Pool	\$1,000,000	Strong City	Water/Sewer	Sewer	\$600,000
Conway Springs	Neighborhood Center	Pool	\$892,121	Tipton	Community Facilities	Storm Drainage	\$101,665
Downs	Water/Sewer	Water	\$600,000	Tonganoxie	Urgent Need	Flood	\$347,500
El Dorado	Commercial Rehab.	Commercial Rehab.	\$247,950	Troy	Community Facilities	Electrical System	\$600,000
Ellis	Neighborhood Center	Pool	\$1,000,000	Turon	Water/Sewer	Water	\$600,000
Frankfort	Community Facilities	Street	\$265,656	Washington	Water/Sewer	Water	\$600,000
Girard	Community Facilities	Street	\$600,000	Yates Center	Neighborhood Center	Pool	\$1,000,000

\$23,191,467

\$610,300 Average Award Amount

COMMUNITY SERVICE TAX CREDIT PROGRAM (CSP)





Community Service Tax Credit Program (CSP)

Improves the ability of non-profits to undertake **major capital fundraising drives** for community projects (e.g. community service, crime prevention, health care, youth, apprenticeships and youth job creation)

- Applicants may request up to \$250,000 in tax credits to contributors of approved projects
- Organizations in rural areas (less than 15,000 in population) are eligible for a 70% credit
- Organizations in non-rural areas are eligible for a 50% credit

CSP PROJECT DETAILS

Applicant Name	County	Project Description	TC %	Tax Credit Awarded
Camp Wood Young Men's Christian Association	Chase	Next Century Capacity and Safety Campaign	70%	\$200,000
Carpenter Place, Inc.	Sedgwick	New Cottage to Provide Safe, Secure Home for Residents	50%	\$75,000
Center City Academy, Inc.	Sedgwick	Center City Academy, Committed to the Core	50%	\$100,000
Florence Crittenton Services of Topeka, Inc.	Shawnee	Florence Crittenton Services PRTF Remodel and Expansion	50%	\$90,000
Interfaith Housing & Community Services, Inc.	Reno	EcoHomes Pilot Project	70%	\$175,000
Labette Health	Labette	Oswego Rural Health Clinic and Express Care	70%	\$250,000
Labette Health Foundation	Labette	Chetopa Rural Health Clinic Project	70%	\$227,220
Morris County Hospital Foundation	Morris	Renovate and Reopen Two Rural Health Clinics to Provide Primary Care Services for Two Rural Communities	70%	\$130,803
Moundridge Manor Inc	McPherson	Operation Climate Change	70%	\$250,000
Pleasant View Home Inc.	McPherson	Elderly Fire and Electricity Safety	70%	\$174,391
See to Learn Foundation	Shawnee	Children's Vision Initiative	50%	\$250,000
SOS, Inc.	Lyon	SOS Advocacy and Outreach services Center Renovation Project	50%	\$245,000
Spearville Senior Living, Inc.	Ford	Construction and Operation of 12-Bed Skilled Nursing Unit and 12-Apartment Assisted Living Facility	70%	\$250,000
Starkey Inc.	Sedgwick	20,000 SqFt Facility for Life Enrichment Program	50%	\$250,000
The Minneola Den, Inc.	Clark	The Minneola Den Youth Center Safety Upgrades and Expansion Project	70%	\$181,565
Transition Plus Association	Marshall	Tower Farm with Ability to Grow Produce 3X Faster than Normal	70%	\$215,314
William Newton Memorial Hospital	Cowley	WNH Cardiac Care in the Heartland: Tax Credit Program 2019-2020	70%	\$250,000

\$3,314,293

PRIVATE ACTIVITY BONDS (PAB)





Private Activity Bonds (PAB)

Federally tax-exempt bonds used in instances where developers feel the bonding market is more affordable than conventional financing. Examples include maintenance of sewer lines, affordable housing rehabilitation, construction or furnacing of waste facilities, etc.

Under the federal volume cap, Kansas had a **2019 bond allocation of \$316,745,000** (*note: not a cash incentive*).

In Kansas, the primary demand for bond allocation has been for the issuance of exempt facility bonds, mortgage revenue bonds and qualified small issue bonds (industrial revenue bonds).

PAB PROJECT DETAILS

Company Name	Project City	Bond Type	Project Description	Bond Amount
Beginning Farmers Program - run through CFA	Multiple	Qualified Small Issue	Assists farmers who have not previously had or who do not currently have substantial ownership interest in farmland in financing their agricultural businesses to start or keep them in farming	\$2,155,779
Beginning Farmers Program - run through CFA	Multiple	Qualified Small Issue	Assists farmers who have not previously had or who do not currently have substantial ownership interest in farmland in financing their agricultural businesses to start or keep them in farming	\$1,575,683
First Time Homebuyers – Sedgwick*	Multiple	Mortgage Revenue Bonds	Funding for first time homebuyers program	\$123,771,768
First Time Homebuyers – Shawnee*	Multiple	Mortgage Revenue Bonds	Funding for first time homebuyers program	\$123,771,768
Forest Glen LIHTC, LLP	Kansas City	Exempt Facility	Acquisition and Rehabilitation of affordable housing units in Kansas City	\$12,300,000
Leavenworth LIHTC, LLP	Leavenworth	Exempt Facility	Acquisition and Rehabilitation of affordable housing units in Leavenworth	\$17,250,000
Pioneer Group, Inc.	Topeka	Exempt Facility	Acquisition and Rehabilitation of affordable housing units in Topeka	\$5,500,000
Suburban Water, Inc.	Linwood	Exempt Facility	Construction of new drinking water treatment facility	\$4,300,000
Town House Renaissance	Kansas City	Exempt Facility	Renovation of affordable housing units	\$20,000,000
Y Lofts, LP	Kansas City	Exempt Facility	Acquisition and Rehabilitation of affordable housing units in Kansas City	\$6,120,000
				\$316,745,000

* Mortgage Revenue Bonds are underutilized by developers and other entities. As per Kansas Statute, Commerce provides all remaining bond allocations at the end of the year to the First Time Homebuyers Programs run by Shawnee and Sedgwick Counties. More details will be available in Feb. 2020, when LPA releases its audit on the program.

SALES TAX REVENUE (STAR) BONDS





Sales Tax Revenue (STAR) Bonds

Provide Kansas municipalities the opportunity to issue bonds to finance the development of **major commercial, entertainment and tourism areas** and use the sales tax revenue generated by the development to pay off the bonds.

Process:

- Project idea presented by developer and city
- City determines geographic boundaries of project and submits the proposed project and district to Commerce
- Developer and city design a plan, do a feasibility study with projections
- Local government entity approves project and district
- Developer and city submit project plan to Commerce, who approves project plan / amount of STAR Bonds
- Developer and city meet with Bond authority to approve projections
- Secretary approves terms and rates of the bonds
- Bonds close

SPORTS OF THE WORLD – GARDEN CITY

Sports of the World includes numerous sporting facilities and parks, which will bring tournaments and sporting-related events to Garden City. In total, \$29.5M in STAR Bonds were issued.

- 988 direct FTE, 352 indirect FTE during construction.
- 1,412 FTE at full build-out with annual payroll of \$32.3M.
 - Will result in \$1.16M in state income taxes annually.
- District will create \$82M in annual sales and \$115 in total annual economic impact.
- Estimated visitorship projected to exceed 1 million per year.



BLUHAWK – OVERLAND PARK

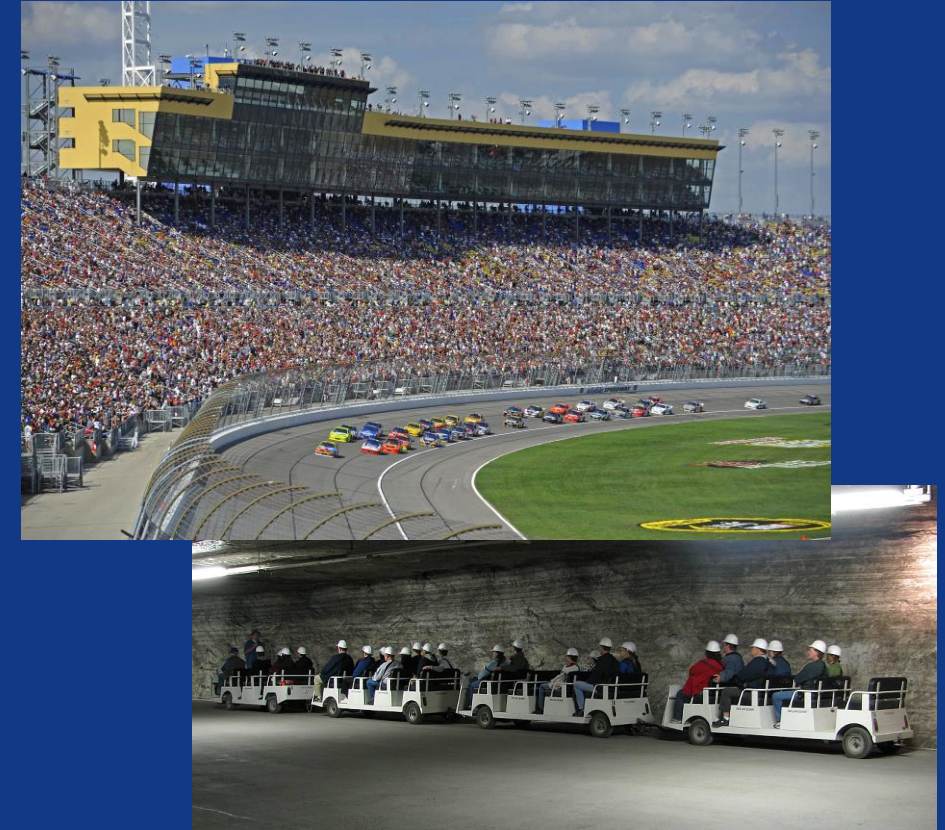
BluHawk will include an ice hockey arena and a multi-use indoor sporting complex. Bonds have not yet been issued.

- 1,384 FTE during construction with annual payroll of more than \$77M
 - Will result in \$3.2M in state income taxes.
- 3,047 direct and indirect FTE at full build-out with annual payroll of more than \$100M.
 - Will result in \$3.7M in state income taxes annually.
- Annual sales of more than \$200M at full build-out with an annual economic impact of more than \$300M.
- Estimated visitorship projected to exceed 1.7-2.25 million per year.



► STAR BONDS PROJECT DETAILS

Project Name	City	Project Status
Sports of the World Complex	Garden City	In Process
Prairie Fire Museum	Overland Park	Operational
BluHawk Arena and Fieldhouse	Overland Park	In Process
Boot Hill Museum	Dodge City	Operational, In Process
Field Station: Dinosaurs	Derby	Operational, In Process
Competition Aquatic Center, Ball Field, Softball and Baseball	Goddard	In Process
Amelia Earhart Museum	Atchison	Operational
Flint Hills Discovery Center Museum	Manhattan	Operational
Heartland Park Racetrack	Topeka	Operational
Salt Mine Museum	Hutchinson	Operational
NASCAR Track	Kansas City	Operational
Village West Entertainment and Retail Area	Kansas City	Operational
Professional Soccer Stadium	Kansas City	Operational
Schlitterbahn Waterpark	Kansas City	Inactive
Soccer Facility for Men's National Team Training Center	Kansas City	Operational
American Royal	Kansas City	In Process
Fieldhouse and Antique Car Museum	Salina	Operational
K-96 and Greenwich Sports Complex	Wichita	Operational
Riverwalk, Riverbank Improvements, Baseball Stadium	Wichita	Operational, In Process



**Annual report will be released the week of Jan. 27, 2020.
Additional project details will be available at that time.*

ANGEL INVESTORS TAX CREDIT





THINK BIG

Angel Investors Tax Credit Program

Designed to bring together accredited investors with qualified **Kansas companies seeking seed and early stage investment.**

- Accredited investors are allowed a 50% tax credit on their cash investment of up to \$50,000 in tax credit for a given year, in a business that qualifies as a certified business as defined in Statute.
- For each tax year, an Angel Investor shall not be entitled to claim tax credits under this Act for more than \$250,000.
- Currently, the Department of Commerce is provided an allotment of \$6 Million in tax credits annually for distribution to certified businesses.

▶ ANGEL INVESTORS PROGRAM SUMMARY

- More than \$7M in tax credits allotted for 32 companies in 2019.
- Seven (7) additional companies unable to use their tax credits because they did not raise capital or their investors were ineligible for tax credits.
- All tax credits were issued to individual investors.

**Annual report will cover jobs created/saved, capital infusion, total revenue and payroll for approved companies.*



ANGEL INVESTOR PROJECT DETAILS

Company Name
Bellwether
Cingulate Therapeutics LLC
Clara Diagnostics, Inc.
Creed Enterprises LLC
ELIAS Animal Health
Enduralock, LLC
Flipswitch LLC
Flow Forward Medical, Inc.
Foster Care Technologies
Greenfield Robotics
Griffin Technologies
Helix Health LLC
Hemp Development Group, LLC
HylaPharm LLC
HyperBorean
KNOXX, LLC
Lawn Buddy, LLC
LIVE HOLDINGS LLC
Metactive Medical, Inc.
ModRN Health, LLC
Particle Space, LLC
PinProps LLC
Play-it Health

Company Name
Play-it Health
Precision Microwave Inc.
PredICT Interactive
Profer, Inc.
Project Content, LLC
Rack Performance, LLC
Real Quantum, LLC
Retail Software Solutions Group, LLC
RUMBLE IoT Inc.
Scoby Master LLC
SOFTwarefare, LLC
Spinal Simplicity, LLC
Tallis, LLC
TILE FIVE LLC
TRUST Ventures, LLC
Wichita eSports, LLC
WiGo, LLC



THANK YOU

